

1  
2 STATE OF LOUISIANA  
3 BOARD OF COMMERCE & INDUSTRY  
4 LOUISIANA ECONOMIC DEVELOPMENT CORPORATION  
5 TAKEN WEDNESDAY, OCTOBER 25, 2023  
6 AT 617 NORTH 3RD STREET  
7 BATON ROUGE, LOUISIANA

8 A P P E A R A N C E S:

S T A F F:

9 BOARD MEMBERS:

10 Don Pierson, Secretary

11 George Nassar

12 Joseph Hollins

13 Marshal Simien

14 Ronnie Slone

15 Mike Reese

16 Vincent St. Blanc

17 Travis Holley

18 Brad Pope

19 Rickey Fabra

20 Naheen Nassar

21 Stuart Moss

22 David Toups

23 Jan Moller

24 Joseph Hollins

25 Brandon Burris

Jerald Jones, Chairman

Ronnie Slone

Marshal Simien

John Walsh

Beverly Thompson

Stuart Moss

19

20 Roll Call, Deborah Simmons

Quality Jobs Program, Michaela Adegbe

21 Restoration Tax Abatement Program, Travis Rosenberg

Enterprise Zone Program, Joyce Metoyer

22 Industrial Tax Exemption, Kristin Cheng/Hud Usie

23

24

25

1  
2 STIPULATION  
3  
4 It is stipulated and agreed by and among  
5 the parties that the proceedings taken Wednesday,  
6 October 25, 2023 are hereby taken under the  
7 Louisiana Code of Civil Procedure for all purposes  
8 as permitted under law. The original is to be  
9 delivered to and retained by Office of Commerce &  
10 Industry  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21 \* \* \* \* \*  
22 Kristine M. Ferachi, Certified Court  
23 Reporter in and for the State of Louisiana,  
24 officiated in administering the oath to the witness.  
25

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1 MR. HARVARD: Present.  
2 MS. SIMMONS: Jerald Jones.  
3 MR. JONES: Present.  
4 MS. SIMMONS: Sandra McQuain. Senator  
5 Brad Pope for Bret Allain.  
6 MR. POPE: Present.  
7 MS. SIMMONS: Representative Stuart  
8 Bishop. Jan Moller.  
9 MR. MOLLER: Present.  
10 MS. SIMMONS: Secretary Don Pierson.  
11 MR. PIERSON: Present.  
12 MS. SIMMONS: George Nassar.  
13 MR. NASSAR: Present.  
14 MS. SIMMONS: Joseph Hollins.  
15 MR. HOLLINS: Present.  
16 MS. SIMMONS: Marshal Simien.  
17 MR. SIMIEN: Present.  
18 MS. SIMMONS: Ronnie Slone.  
19 MR. SLONE: Present.  
20 MS. SIMMONS: Dr. Woodrow Wilson. Travis  
21 Holley.  
22 MR. HOLLEY: Present.  
23 MS. SIMMONS: Dr. Beverly Thompson.  
24 MS. THOMPSON: Present.  
25 MS. SIMMONS: John Walsh, proxy for the

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1 WEDNESDAY, OCTOBER 25, 2023  
2 \* \* \* \* \*  
3 MR. JONES: Good morning, everyone. Call  
4 forth the meeting of Board of Commerce &  
5 Industry for October 2023 will come to order.  
6 It is good to see everyone today.  
7 Ms. Simmons will call the roll and make  
8 sure we have a quorum.  
9 MS. SIMMONS: Good morning, everyone.  
10 Brandon Burris.  
11 MR. BURRIS: Here.  
12 MS. SIMMONS: Mayor Dave Toups.  
13 MR. TOUPS: Present.  
14 MS. SIMMONS: Yvette Cola. Guy McInnis.  
15 Rickey Fabra.  
16 MR. FABRA: Present.  
17 MS. SIMMONS: Manual Fajardo. Stuart  
18 Moss.  
19 MR. MOSS: Here.  
20 MS. SIMMONS: Representative St. Blanc for  
21 Paula Davis.  
22 MR. ST. BLANC: Here.  
23 MS. SIMMONS: Senator Mike Reese.  
24 MR. REESE: Here.  
25 MS. SIMMONS: Kenneth Havard.

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1 governor.  
2 MR. WALSH: Here.  
3 MR. JONES: We have a quorum.  
4 MS. SIMMONS: We have a quorum.  
5 MR. JONES: Thank you, ma'am.  
6 Members of the Board, I am going to ask a  
7 favor of you this morning. I have a flight I  
8 have to catch early, and what I would like to  
9 do with your permission is amend the agenda to  
10 move the ITE matters to the beginning of the  
11 agenda and handle the matters to the end of the  
12 existing agenda, so if that is okay, I would  
13 entertain that motion. Motion from Mr. Slone;  
14 second from Mr. Moss. All in favor say aye.  
15 (Complies.) Any opposition? There being none,  
16 the agenda is amended and we will take up ITE  
17 matters first.  
18 Thank you for that accommodation.  
19 All right. We have the minutes from the  
20 August 2023 meeting. I presume you have had a  
21 chance to review them. Do we have a motion to  
22 approve them? Motion from Mr. Nassar; second  
23 from Mr. Simien. Any questions or comments  
24 from the Board? There being none. Then any  
25 comments from the public? Hearing none. All

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1 in favor say aye. (Complies.) Any opposition?  
 2 There being none, the motion carries. Thank  
 3 you. Thank you for keeping me straight.  
 4 MS. CHENG: Good morning.  
 5 MR. USIE: Good morning.  
 6 MR. JONES: Let's go.  
 7 MR. USIE: We have 14 post-EO 2018 rules,  
 8 new applications.  
 9 202303288, ADA Carbon Solutions Red River,  
 10 LLC, Red River Parish. 20230059, APF River  
 11 Partners, LLC, in Jefferson Parish. 20210609,  
 12 Bollinger Shipyards Houma, LLC, Terrebonne  
 13 Parish. 20230257, Bunge Loaders Croklaan USA,  
 14 LLC, Jefferson Parish. 20230310, CF Industries  
 15 Nitrogen, LLC, Ascension Parish. 20220424,  
 16 Delta Treatment Systems, LLC, Livingston  
 17 Parish. 20220426, Fisher Manufacturing  
 18 Services, LLC, Tangipahoa Parish. 20230614,  
 19 Fisher Manufacturing Services, LLC, Tangipahoa  
 20 Parish. 20210539, Foster Poultry Farm LLC,  
 21 Union Parish. 20200526, Plastipak Packaging,  
 22 Inc, Rapides Parish. 20200526-A, Plastipak  
 23 Packaging Inc, Rapides Parish. 20220401,  
 24 Sulphur Solar, LLC, Calcasieu Parish.  
 25 20200065-B, Weyerhaeuser NR Company in  
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1 Natchitoches Parish, and 20220452, Weyerhaeuser  
 2 NR Company, Lincoln Parish.  
 3 MR. JONES: Thank you, sir.  
 4 I know we have some folks that want to  
 5 comment on one or two of these presentations,  
 6 but let's go ahead and have a motion on the  
 7 floor so we have something to discuss.  
 8 I have a motion from Mr. Nassar to approve  
 9 these applications; a second from Mr. Slone.  
 10 Any comments at this time, or questions from  
 11 the Board? Hearing none. I have a request to  
 12 speak from a Ms. Lisa Carlin concerning APF  
 13 River Partners.  
 14 MS. CARLIN: Good morning. My name is  
 15 Lisa Carlin. I am a concerned citizen and I  
 16 live in Jefferson Parish.  
 17 At the August 23rd meeting, I shared my  
 18 concerns about American Plant Food River  
 19 Partner's public messaging about one hundred  
 20 plus permanent full-time jobs paying one  
 21 hundred to a hundred and twenty thousand  
 22 dollars a year in the information provided to  
 23 you in its ITE application, which was 13 jobs  
 24 averaging just fifty-six thousand dollars a  
 25 year. The projected annual payroll according  
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1 to the April and August Board packets was seven  
 2 hundred and twenty-eight thousand; not ten to  
 3 12 million as communicated to the public and  
 4 posted on APF's website for several months.  
 5 What I said here at the meeting was  
 6 reported on Fox State Local First and published  
 7 in the Louisiana Illuminator, which has an X  
 8 account; that is the old Twitter that had eight  
 9 thousand eight hundred and twenty-three views  
 10 and 24 reposts the same day. General Honore  
 11 called this corporate welfare on his X-account,  
 12 which was viewed five thousand nine hundred and  
 13 sixty-seven times and reposted 91 times.  
 14 It was published in City Business and  
 15 further disseminated it on its X account,  
 16 LinkedIn and Facebook. It was covered by  
 17 Louisiana Weekly, Louisiana Budget Project  
 18 Company misleads locals on high paying jobs.  
 19 It was covered by News Break and Flipboard, and  
 20 the Daily Dime and the Texas Environmental  
 21 News, and there may be others I am just not  
 22 aware of. The articles and links were shared  
 23 on social media by individuals, as well as  
 24 organizations, community and groups.  
 25 A few days after the first City Business  
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1 article, a second article came out titled  
 2 Jefferson Parish Residents Angered After  
 3 Chemical Plant Slashes Job Goals. This article  
 4 circulated around. It was covered by Spot in  
 5 Louisiana, LAI in Baton Rouge, and even  
 6 appeared in the Lake Charles News Now, KTBS  
 7 Channel 3 in Shreveport, and the Madison  
 8 Journal in Tallulah which is up there by  
 9 Vicksburg. And a few days after that, Greg  
 10 Larose wrote a commentary saying that  
 11 conditions create jobs, things like  
 12 adequately-funded education and modern  
 13 infrastructure and not costly tax incentives  
 14 need to be prioritized in Louisiana.  
 15 This started being a subject of radio  
 16 shows and Gregg Larose's commentary had a far  
 17 reach. It was re-published in BIZ, which is  
 18 circulated in northwest Louisiana, and it even  
 19 appeared in the Longview News Journal, and that  
 20 is Longview, Texas, and there may be others I  
 21 am not aware of.  
 22 On September 14, the Louisiana Illuminator  
 23 reported that the company that reneged on 100  
 24 Jefferson Parish jobs still provides  
 25 conflicting numbers.  
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1 American Plant Food River Partners had  
 2 updated its website to say that the project  
 3 will create 13 direct positions, so that has  
 4 not changed, and 15 contractor positions with a  
 5 weighted average annual salary of more than one  
 6 hundred and twenty thousand dollars a year.  
 7 This article was re-published in City  
 8 Business and circulated on its X account,  
 9 Facebook page and LinkedIn. It appeared on  
 10 KTBS 3 in Shreveport and was even published in  
 11 the Victoria Advocate, and that is Victoria,  
 12 Texas, and there may be others that I am not  
 13 aware of.  
 14 So, I am here today to tell you what  
 15 happened after the meeting.  
 16 I think at this point the general public  
 17 is well-informed and not happy about American  
 18 Plant Foods promises to the local community and  
 19 the information provided to you in its initial  
 20 ITE application, and APG certified that that  
 21 application information was true and correct  
 22 when it was first submitted back earlier this  
 23 year, and now they are manipulating the  
 24 numbers, adding in contractors' salaries to yet  
 25 inflate the average, permanent, full-time

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1 salaries. And some people have said that this  
 2 has made a bad situation even worse.  
 3 There is a sense among the public that if  
 4 the Commerce & Industry does nothing, that the  
 5 Board is condoning public deception and opening  
 6 the flood gates for other ITE applicants to  
 7 inflate the number of jobs and salaries to get  
 8 the support of the public and then reduce those  
 9 numbers in order to get the ITE exemptions.  
 10 The public wants to know what Commerce &  
 11 Industry is going to do about this because it  
 12 is not so much now the APF ITE application as  
 13 it is APF's conduct. Thank you.  
 14 MR. JONES: Thank you, Ms. Carlin.  
 15 Any questions or comments for Ms. Carlin?  
 16 Thank you very much. We have Ms. Nancy  
 17 Pearson.  
 18 MS. PEARSON: Good morning.  
 19 THE COURT: Hello, Ms. Pierson.  
 20 MS. PEARSON: I am Nancy Pearson and I am  
 21 president of the River Ridge Community  
 22 Association.  
 23 River Ridge is located directly across the  
 24 road from Waggaman, and our association is  
 25 asking you to not approve this application. We

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1 have certain questions about the good and the  
 2 bad.  
 3 They get a tax exemption, and what good  
 4 are they bringing into Jefferson Parish as far  
 5 as jobs? You know those numbers are in  
 6 question. Are they going to bring other  
 7 businesses into Jefferson Parish? Are they  
 8 going to do business in Jefferson Parish as far  
 9 as restaurants, grocery stores, things like  
 10 that. They have so few employees, what  
 11 revenues are they going to bring into our  
 12 parish to negate the tax exemption that they  
 13 would have.  
 14 So, I am going to be short and sweet.  
 15 River Ridge is about 36,000 residents and  
 16 the association is the only association in  
 17 River Ridge, and we did have a resolution to  
 18 ask you to negate this request. So, I will be  
 19 short and sweet.  
 20 MR. JONES: Thank you, ma'am.  
 21 Any questions or comments for Ms. Pearson?  
 22 Thank you, ma'am.  
 23 Do we have someone here from APF? Ask  
 24 them to come forward, because I know there have  
 25 been a number of questions from the last

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1 meeting, as well as the media accounts that  
 2 have been, so I think it would be helpful for  
 3 the Board to let the company respond to these  
 4 comments.  
 5 MR. BILICEK: Yes. And I think you  
 6 deserve that.  
 7 Good morning. My name is Jerry Bilicek.  
 8 I am the chief operating officer for the  
 9 American Plant Food, and we are excited to be  
 10 in the great State of Louisiana. We began this  
 11 journey in 2021 looking at the project there at  
 12 the Waggaman site that Cornerstone owns. We  
 13 were really excited about the opportunity there  
 14 because we are taking something that we are  
 15 going to be recycling, cutting down on  
 16 pollution, and actually creating something that  
 17 can be very sustainable for the American  
 18 farmer.  
 19 There is a waste product there that is  
 20 being put in the ground right now. We are  
 21 going to turn that into something commercially  
 22 acceptable all while supporting the US  
 23 agriculture industry, and providing food  
 24 security here in the United States.  
 25 I am aware of the comments that were made

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1 in the last meeting. Obviously I sat here and  
 2 heard some comments a few minutes ago from  
 3 several contacts that came forward.  
 4 Let me remind people that like most big  
 5 ideas and projects, you start out with a clean  
 6 piece of paper and you put the project  
 7 together, and as you go through engineering and  
 8 your cost estimates, you determine how you  
 9 should modify the project so that it can move  
 10 forward. It has been determined by our board,  
 11 board of directors that we need to do this in  
 12 phases, and what has happened over the last 12  
 13 months, we have had things like interest rates  
 14 that come into play, we have had inflation  
 15 rates at its head, and let's not forget about  
 16 the geopolitical issues that are happening in  
 17 our world.  
 18 This evolution of this project has been  
 19 active and communicated to over 60 state --  
 20 meetings in Jefferson Parish. Our application  
 21 today is only about Phase I of this project.  
 22 The job and payroll information, including this  
 23 application that you have before you, is again  
 24 on Phase I. Twenty-eight jobs. Approximately  
 25 3.7 million dollars in annual payroll.

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1 We do have every intent to fulfill our  
 2 dreams of putting this big facility in like  
 3 what we talked about; however, we must do it in  
 4 phases. Local officials are well aware of how  
 5 this project is being rolled out and  
 6 communicated on the phase approach. Before  
 7 there are any jobs, the payroll, the tax  
 8 associated with Phase I and our project as  
 9 local stakeholders are expecting and asking for  
 10 them to consider this over the next 60 days.  
 11 I am here to answer any questions that the  
 12 Board may have or anyone else. Thank you.  
 13 MR. JONES: Any questions or comments from  
 14 the Board? Mr. Hollins.  
 15 MR. HOLLINS: Just one question.  
 16 If you for some reason do not get the 3.6  
 17 million dollar a year tax break from this  
 18 Board, will you still move forward with the  
 19 investment?  
 20 MR. BILICEK: Well, obviously we are  
 21 looking at all financial aspects of it, so of  
 22 course, that is of consideration, but it is  
 23 not, it will not kill us, but it will have a  
 24 drastic bottom-line effect on the project.  
 25 I mean, every dollar we are going through

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1 values engineering, so you can imagine, you  
 2 have got payroll issues, you have got  
 3 construction issues. So, yes.  
 4 MR. HOLLINS: Is Louisiana competing  
 5 against another state or another locality for  
 6 this investment?  
 7 MR. BILICEK: We are based in Texas and we  
 8 have some opportunities there as well.  
 9 There are some unique advantages of why if  
 10 want to be here. Great Mississippi River is a  
 11 very big artery for the import of fertilizer.  
 12 We would be building the facility right on the  
 13 river and displacing probably a million tons  
 14 that is imported from outside the United  
 15 States.  
 16 So, we would be bringing US jobs here and  
 17 displacing not only a carbon footprint of  
 18 product being brought up, creating job  
 19 security, but also more food security.  
 20 MR. HOLLINS: But at the moment, this is  
 21 not a competition between Louisiana and another  
 22 potential site where you are considering the  
 23 same investment?  
 24 MR. BILICEK: No, sir.  
 25 MR. JONES: Mr. Pierson?

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1 MR. PIERSON: There seems to be an  
 2 information disconnect, and we heard some of  
 3 the comments from the public, and do you have  
 4 any explanation, or can you eliminate maybe a  
 5 little bit of why there is this perception of  
 6 what maybe appears to be a bate and switch, but  
 7 I know from working over the past year with  
 8 corporations, that they did not put out in my  
 9 view misinformation, but some things changed  
 10 along the way, and I just wanted to understand  
 11 that, how that happened in terms of the  
 12 external audience that is trying to get some  
 13 clarity around the issues.  
 14 MR. BILICEK: Certainly.  
 15 As we started on this project, there was a  
 16 larger volume amount of production, and as we  
 17 looked at the market, what it can absorb  
 18 without causing market disruption, we felt that  
 19 a four hundred and twenty thousand ton facility  
 20 was the adequate number; hence, we downsized a  
 21 number of granulators that would be involved.  
 22 We also changed working with our potential  
 23 capital partners. They said, look, you need to  
 24 do this in phases; however, when we went  
 25 through the permitting process, which would

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1 include the Corp air permitting and all  
 2 what-have you, we submitted that from the  
 3 proper scope of those permits required for the  
 4 project because that is a process that stands  
 5 on its own for each of those permitting  
 6 applications.  
 7 With respect to ITE is we get to the  
 8 immediate phase that we are involved right now.  
 9 That is what we are willing to commit to you  
 10 today to move forward, but as I have shared  
 11 with the Board, we have every intention or  
 12 desire on a much larger project. We are just  
 13 required based on our capital structure to say,  
 14 let's do Phase I first. That is how we got to  
 15 where we got to.  
 16 MR. PIERSON: So, outside interests looked  
 17 at Corp permits and saw larger numbers and then  
 18 saw the IT application, it was not in alignment  
 19 there and they were making the assumption that  
 20 there was a full commitment when, in fact, that  
 21 was not the intention that you had initially.  
 22 MR. BILICEK: That is correct. Thank you.  
 23 MR. PIERSON: Just for my clarification,  
 24 the other comment was around the movement of  
 25 industry into the vicinity, but this is a

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1 co-location with -- Cornerstone has a number of  
 2 active interests already there, so it is not a  
 3 new beachhead in the community. This is a  
 4 co-location with existing industry; is that  
 5 correct?  
 6 MR. BILICEK: That is correct, and plus,  
 7 we are bringing state-of-the-art technology to  
 8 continue to add to the transformation of that  
 9 site to a greener, more environmental friendly  
 10 site, and again, helping with food security in  
 11 the United States, displacing imports.  
 12 MR. PIERSON: Thank you.  
 13 MR. JONES: Any other questions? I have a  
 14 couple. The comments that we have heard, both  
 15 at the last meeting and this meeting, seem to  
 16 revolve around not only the documents that are  
 17 involved with the regulators, as well as LED,  
 18 in comparison of those numbers, but also  
 19 comments that have been made by the company  
 20 before the local governing authorities and  
 21 public meeting and that sort of thing.  
 22 Has there been any vote by any public  
 23 entity up or down, pro or con concerning your  
 24 project to this point?  
 25 MR. BILICEK: No.

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1 MR. JONES: So, the meetings that you have  
 2 had up to this point, what has been -- give me  
 3 the context of what those meetings have been  
 4 about.  
 5 MR. BILICEK: We believe that it is very  
 6 important if you are going to be a community  
 7 business, you need to be involved in the  
 8 community. So, from day one, starting in 2021,  
 9 we started with outreach, then we went to the  
 10 Civic Association, the Parish Council. We  
 11 wanted to tell people what we were doing, why  
 12 we were doing it and what it meant for the  
 13 community. We have had over 60 of those  
 14 outreach meetings and all of it was to inform,  
 15 here is what our concept is, here is what we  
 16 are trying to get done. Here is what we think  
 17 we can provide in immediate jobs, construction  
 18 jobs and so forth, but we are studying that  
 19 right now. Meanwhile, we are taking a waste  
 20 product that is being put in EP-approved wells  
 21 that we have created a process so we can clean  
 22 that up and turn that into  
 23 commercially-viable --  
 24 MR. JONES: Mr. Bilicek, I do not need to  
 25 hear a message. I need to understand the

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1 process.  
 2 So, the process up to this point has been  
 3 informational to the community, and what I  
 4 think I hear you saying, but correct me if I am  
 5 wrong, that during the time you have been doing  
 6 these informational meetings within the  
 7 community, the project itself has evolved?  
 8 MR. BILICEK: Correct.  
 9 MR. JONES: Is that fairly accurate?  
 10 MR. BILICEK: Yes, sir.  
 11 MR. JONES: And so, what I think I hear  
 12 you saying today is, you are going to develop  
 13 this project in multiple phase. How many  
 14 phases are you anticipating?  
 15 MR. BILICEK: Three.  
 16 MR. JONES: Three phases.  
 17 If you move forward with all three phases,  
 18 will your job numbers, payroll numbers, capital  
 19 expenditure numbers, will those numbers  
 20 coincide with the numbers originally  
 21 communicated to the community?  
 22 MR. BILICEK: Yes, sir.  
 23 MR. JONES: If you go through all three  
 24 phases?  
 25 MR. BILICEK: As we have laid out the

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1 scope, that is correct.  
 2 MR. JONES: Kristin, y'all stop me when I  
 3 start lying here, okay.  
 4 As I appreciate this ITELL process, today  
 5 is step 1. You come before the Board, and the  
 6 Board either thumbs up or thumbs down your  
 7 application, and at that point you then go to  
 8 each local governing entity within the Parish  
 9 or within the community you are going to be  
 10 working, and at that point you make commitments  
 11 that you will be held to that.  
 12 MR. BILICEK: Right. I am -- right.  
 13 MS. CHENG: That is correct.  
 14 MR. JONES: So, the commitments that  
 15 matters from a legal perspective and from a  
 16 regulatory perspective are the commitments you  
 17 have made to this Board in your application and  
 18 we will vote on today, and will also be those  
 19 commitments that you will make to the local  
 20 community once you walk out of this meeting as  
 21 soon as your application is approved.  
 22 MR. BILICEK: Yes, sir.  
 23 MR. JONES: So, those commitments of the  
 24 stage 1 are the commitments that were actually  
 25 made to the community; is that fair?

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1 MR. BILICEK: That is accurate, yes, sir.  
 2 MR. JONES: All right. That is what I  
 3 thought we had here, but I wanted to be sure I  
 4 understood it correctly.  
 5 Okay. Any other questions or comments  
 6 from the Board? Any other comments from the  
 7 public? Thank you very much. Anything else  
 8 from you, Mr. Bilicek and/or Mr. Leonard?  
 9 MR. BILICEK: No, sir. Thank you for the  
 10 time.  
 11 MR. JONES: Thank you very much.  
 12 Hearing none -- right now we have a motion  
 13 to approve all of these in globo. If you wish  
 14 to pull any one out and handle them  
 15 individually, we can certainly do that;  
 16 otherwise, are you ready to vote? All in favor  
 17 say aye. (Complies.) There are none; the  
 18 motion carries. Next.  
 19 MR. USIE: Next we have 16 Pre-EO renewal  
 20 applications. Two are requesting to be  
 21 deferred. 2010098-D, Sabine Pass LNG, LP, in  
 22 Cameron Parish and 20110659-F, Sabine Pass  
 23 Liquefaction, LLC, in Cameron Parish.  
 24 MR. JONES: We will entertain a motion to  
 25 defer those two applications.

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1 Mr. Slone, motion; second, Mayor Toups.  
 2 Any questions or comments from the Board?  
 3 Hearing none. Any comments from the public?  
 4 Hearing none. All in favor say aye.  
 5 (Complies.) Any opposition? There is none.  
 6 Those matters will be deferred to the next  
 7 meeting.  
 8 MR. USIE: 20150293-A, BASF Corporation,  
 9 Ascension Parish. 20150991, BSF Corporation,  
 10 Ascension Parish. 20152048, BASF Corporation,  
 11 Concordia Parish. 20151323, DOW Chemical  
 12 Company, West Baton Rouge Parish. 20160708,  
 13 Flowpam, Inc, Iberville Parish. 20160175-B,  
 14 Hood Container, LLC, West Feliciana Parish.  
 15 201615946, International Paper Company, DeSoto  
 16 Parish. 20161546-A, International Paper  
 17 Company, DeSoto Parish. 20161492, Pod Pack  
 18 International, LLC, East Baton Rouge Parish.  
 19 20161494, Rain CII Carbon, LLC, St. Bernard  
 20 Parish. 20151126-B, UTLX Manufacturing, LLC,  
 21 Rapides Parish. 20120041-B, Union Carbide  
 22 Corporation, St. Charles Parish. 20141263-A,  
 23 Union Carbide Corporation, St. Charles Parish  
 24 and 2016066-A, Westlake Vinyls Company, LP,  
 25 Ascension Parish.

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1 MR. JONES: Entertain a motion to approve  
 2 these Pre-EO renewals. Motion, Mr. Moss;  
 3 second Mr. St. Blanc. Any questions or moments  
 4 from the Board? Hearing none. Any comments  
 5 from the public? There being none. All in  
 6 favor say aye. (Complies.) Any opposition?  
 7 There is none; motion carries.  
 8 MR. USIE: Next we have one late pre-EO  
 9 renewal application, 20161405, Linde, Inc.,  
 10 Calcasieu Parish. Initial contract expiration  
 11 date 12/21/22; late renewal request date  
 12 August 23, 2023.  
 13 MR. JONES: I have some folks that have  
 14 asked to speak to this issue.  
 15 Before we do that, let's have them speak  
 16 first and we can clear all that up, and then we  
 17 will have our motion based on what we learn.  
 18 First Mr. Braxton. Mr. Rodney Braxton.  
 19 MR. BRAXTON: Yes.  
 20 Good morning, Mr. Chairman and members.  
 21 Thank you for letting us have an opportunity to  
 22 speak. My name is Rodney Braxton. I represent  
 23 Ms. -- and I represent Linde. To my left is  
 24 Stacy Hardy who is also with Linde locally, and  
 25 we brought in some folks from the corporate

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1 office, Tom Dalton, and Boyd who are also here.  
 2 If you have any questions, he can address them.  
 3 And so, we are here to speak in favor of  
 4 our renewal application. We know that it was  
 5 filed late, and we recognize that. We also  
 6 recognize that the Board has several options.  
 7 We would like to get the full five-year  
 8 extension. We have met every measure in terms  
 9 of investment in jobs, et cetera. Over the  
 10 last ten years, Linde has invested more than a  
 11 billion dollars in Louisiana. We expect to  
 12 invest over a half a billion over the next few  
 13 years.  
 14 So, we just want to be here to make our  
 15 case that hopefully you will because of  
 16 investment and jobs and a commitment, that you  
 17 will see to give us a five-year extension.  
 18 I do not know if Stacy would like to say  
 19 anything.  
 20 MS. HARDY: Hi, I am Stacy Hardy. I am  
 21 the commercial director of southeast Louisiana.  
 22 I handle all new business, existing business in  
 23 Louisiana.  
 24 Other than being the director, I am also a  
 25 local Louisianian. I was born and raised here.

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1 OI went to LSU, and I understand the importance  
 2 of this program and what this program is to  
 3 Louisiana.  
 4 Linde, as Rodney has stated, has spent  
 5 close to a billion dollars in investment over  
 6 the last ten years. Over the next three to  
 7 seven years, we expect to spend another half a  
 8 billion dollars in Louisiana.  
 9 Louisiana is critical to the success of  
 10 Linde. Just as Rodney stated, when we do a  
 11 project, we do a project. When we say we are  
 12 going to do a project, we do the project. We  
 13 are asking simply, as Rodney stated, for the  
 14 five-year renewal, so we thank you for your  
 15 time today as we proceed.  
 16 MR. JONES: All right.  
 17 So, we need to know what happened and what  
 18 led to the late filing. Who wants to address  
 19 that?  
 20 MR. BRAXTON: Well, I can make some  
 21 comments on it, and if those comments prove to  
 22 be unsatisfactory, we have much more qualified  
 23 people here to do that; however, as I  
 24 understand what happened, is that there were  
 25 processes in place previously that involved

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1 more than one department that would follow  
 2 these things, make sure the paperwork is filed  
 3 in a timely fashion. Late last year there was  
 4 some transitioning, and the folks that were  
 5 responsible for this missed it quite frankly,  
 6 and I hate to use the word falls through the  
 7 cracks, but that is literally what happened.  
 8 Once we discovered it -- and during this  
 9 transition, one of the things that they focused  
 10 on was making sure that their processes were in  
 11 place so that stuff like this will not happen  
 12 again in the future. And so, that is ongoing,  
 13 but it certainly was a mistake. I mean, I know  
 14 that might not be the thing that you want to  
 15 hear, but it is the reality of it.  
 16 What I want to make clear is, as I said  
 17 before, as far as the investments of the job,  
 18 et cetera, and what goes into the heart of this  
 19 program; not to say that filing an extension is  
 20 not, but the money and investment and the jobs,  
 21 we have met other benchmarks as far as we are  
 22 concerned, and have done that and will continue  
 23 to do that in the future.  
 24 MR. JONES: Thank you, Mr. Braxton.  
 25 MR. BRAXTON: Rodney is fine.

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1 MR. JONES: Somebody did not do their job,  
 2 or somebody -- this was somebody left their job  
 3 and there was a vacancy and it was overlooked?  
 4 MR. BRAXTON: That did happen. There was  
 5 a vacancy for a time, and I cannot determine  
 6 whether if somebody did or did not do their job  
 7 because they could have been filing others and  
 8 just missed this one, right? So, it was not a  
 9 question of not doing their jobs, but this one  
 10 was missed. There was a vacancy. There is no  
 11 longer a vacancy there. There was a different  
 12 structure. That structure is gone. The  
 13 processes and procedures are in place.  
 14 Quite frankly, as soon as we discovered  
 15 what happened, we filed and it was not until  
 16 August when that occurred, and I should also  
 17 note that you might want to record this or have  
 18 the court reporter read it back, because I will  
 19 be back next month to say the same thing for a  
 20 different project in Ascension. It happened  
 21 twice. We rectified the situation, and we are  
 22 going to continue our commitment to the state.  
 23 We just need to make sure the procedures we  
 24 have in place prevent this from ever happening  
 25 again. I think that is what we all believe we

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1 have.  
 2 MR. JONES: All right.  
 3 Any questions or comments from the Board  
 4 to Mr. Braxton or Ms. Hardy?  
 5 MR. MOSS: Mr. Chairman, I would like to  
 6 approve their renewal.  
 7 MR. JONES: Is that a motion to approve?  
 8 With penalty or without a penalty?  
 9 MR. MOSS: Without.  
 10 MR. ST. BLANC: I will second.  
 11 MR. JONES: So, we have a motion and a  
 12 second from Mr. St. Blanc.  
 13 MR. MOLLER: We have had a lot of cases  
 14 like this in the past. Everybody who comes up  
 15 here with a late renewal has an explanation.  
 16 It is almost always a mistake, and our  
 17 precedent as a board member has been to do a  
 18 one-year penalty for each year that it is late.  
 19 I am sympathetic to your plight, but my  
 20 concern is, if we set a precedent here, then  
 21 everybody who makes a paperwork mistake or has  
 22 some kind of back office malfunction is going  
 23 to feel entitled to the same courtesy from this  
 24 Board and then we might as well do away with  
 25 the penalties and this process.

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1 So, I would make a substitute motion to  
 2 approve with a one-year penalty.  
 3 MR. BRAXTON: May I comment, Mr. Chairman?  
 4 MR. JONES: Okay, Mr. Braxton.  
 5 MR. BRAXTON: And I recognize and respect  
 6 what Mr. Moller said, so I will suggest to you  
 7 this. I think in each instance it should stand  
 8 on its own merit, and that is number 1, and the  
 9 investment that we have made and the commitment  
 10 I think should carry some weight I believe, but  
 11 I would also suggest to you that if you change  
 12 the -- or stick to the precedent, then the  
 13 agenda should offer up only two options. It  
 14 gives you the discussion to give the five-year  
 15 extension, and I think that each case again  
 16 rests on its own laurels, and we believe that,  
 17 yes, we made a mistake. Other people can claim  
 18 that, but we also believe that our longterm  
 19 investment into this -- we have literally  
 20 changed the market in terms of hydrogen. There  
 21 are things that we have done here. I get it.  
 22 That may not resonate with you and does not  
 23 change your feeling about it, but it is an  
 24 option available to the Board.  
 25 MR. MOLLER: I understand, and I am not

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1 questioning your commitment to Louisiana or  
 2 your investment, that is wonderful and I thank  
 3 you very much. We can make exceptions.  
 4 If there had been a hurricane, some  
 5 insurgents, something like that, some Act of  
 6 God, then I might take a different view. I am  
 7 just making sure myself that it was error, and  
 8 in cases -- our precedent as a Board is that  
 9 when -- happens, we are approving a one-year  
 10 period.  
 11 MR. JONES: Hollins?  
 12 MR. HOLLINS: How late was the  
 13 application?  
 14 MR. USIE: It was due by December 31, 2022  
 15 and the request was received August 23, 2023.  
 16 MR. JONES: There was a request from  
 17 Mr. Moller for a substitute motion. Mr. Moss  
 18 and St. Blanc, would you accept the substitute  
 19 motion? No, okay. All right.  
 20 Any other questions or comments from the  
 21 Board? Any comments from the public? We have  
 22 a motion to approve without penalty; all in  
 23 favor say aye. (Complies.) All opposed? I do  
 24 not believe that is an unclear vote. I am not  
 25 going to call for a roll call; the motion

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1 carries. Thank you very much. Next.  
 2 MR. USIE: Next we have two post-EO 2018  
 3 rules, timely renewals. 2010072, Cortec, LLC  
 4 Terrebonne Parish. 20170492, Louisiana Sugar  
 5 Cane Cooperative, Inc, St. Martin Parish.  
 6 MR. JONES: These are Post-EO 2018 rules,  
 7 straight renewals. You will notice there are  
 8 noncompliance information in your packet;  
 9 however, all those noncompliances were dealt  
 10 with at the time they arose, so from a  
 11 practical standpoint, those have been dealt  
 12 with. What is the pleasure of the Board for  
 13 these renewals?  
 14 Is there a motion to approve? Do I have a  
 15 motion? Motion from Mr. Slone; second Mr. St.  
 16 Blanc. Any questions or comments from the  
 17 Board? Any comments from the public? Hearing  
 18 none. All in favor say aye. (Complies.) Any  
 19 opposition? There being none, the motion  
 20 carries.  
 21 MR. USIE: Next we have name change in  
 22 name only requests. Bercen Chemicals, LLC,  
 23 contracts 20200094 and 20200094-A in Livingston  
 24 Parish changing their name to Aurorium in  
 25 Denham Springs, LLC.

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1 MR. JONES: Motion to approve this change  
 2 in name? Mr. Pope; second by Mr. Simien. Any  
 3 comments or questions from the Board? There  
 4 being none. Any comments from the public?  
 5 Hearing none. All in favor say aye.  
 6 (Complies.) Any opposition? There is none;  
 7 the motion carries.

8 MR. USIE: We have two change in location  
 9 only requests. Cortec, LLC, 20180072 and  
 10 20180072-A in Terrebonne Parish. Previous  
 11 location, 196 Equity Drive, Houma, Louisiana  
 12 70360, changing it to 220 Equity Boulevard in  
 13 Houma, Louisiana 70360.

14 MR. JONES: Do we have a motion to approve  
 15 change of location? Mayor Toups; second from  
 16 Mr. Moller. Any questions or comments from the  
 17 Board? There being none. Comments from the  
 18 public? There is none. All in favor say aye.  
 19 (Complies.) Any opposition? There is none;  
 20 motion carries.

21 MR. USIE: We have one cancellation  
 22 request, Bollinger Algiers, LLC, 20151877-PT in  
 23 Orleans Parish. Company is requesting  
 24 cancellation.

25 MR. JONES: Motion to approve this

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1 cancellation. Mr. Nassar; second from Mr.  
 2 Moss. Any questions or comments from the  
 3 Board? There is none. Any comments from the  
 4 public? There is none. All in favor say aye.  
 5 (Complies.) Any opposition? There is none;  
 6 the motion carries. Special requests.

7 MS. CHENG: We have three special  
 8 requests. The first one is from Louisiana  
 9 Green Fuel, LLC, contract 20210624. Louisiana  
 10 Green Fuel, LLC is requesting to amend their  
 11 existing exhibit A agreement for contract  
 12 20210624-ITE, to add an additional year to the  
 13 project in order to account for an additional  
 14 year of assets coming into service earlier than  
 15 anticipated, originally anticipated when filing  
 16 the front-end application at the end of 2022.

17 MR. JONES: All right.  
 18 So, basically they are moving out the --  
 19 they are moving up or they are moving out?

20 MS. CHENG: They are moving up.

21 MR. JONES: That is what I thought. Okay.  
 22 Any --

23 MS. CHENG: Essentially their exemptions  
 24 are going to start sooner because they  
 25 completed part of their project --

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1 MR. JONES: Because they were too  
 2 efficient.

3 MS. CHENG: Yes.

4 MR. JONES: Got it. We do not get that  
 5 very often.

6 Do I have a motion to approve?  
 7 Mr. Nassar; second Mr. Simien. Any questions  
 8 or comments from the Board? Hearing none. Any  
 9 comments from the public? There being none.  
 10 All in favor say aye. (Complies.) Opposition?  
 11 There is none; the motion carries.

12 MS. CHENG: The next one is PCS Nitrogen  
 13 Fertilizer, LP, contract is 20220103 and  
 14 20220104, Nitrogen Fertilizer, LP, are  
 15 requesting to amend their section 4.02A for  
 16 contracts 20220103 and 20220104, to extend the  
 17 originally post commencement of operations  
 18 dated from March 31st, 2027 to March 31, 2030.

19 MR. JONES: As I appreciate the  
 20 information from the packet, this is basically  
 21 based on issues arising over the last two or  
 22 three years, supply chain, et cetera, et  
 23 cetera?

24 MS. CHENG: I believe so.

25 MR. JONES: Do we have someone here from

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1 PCS? Please come forward. Thank you. State  
 2 your name and your position with the company  
 3 please.

4 MR. DIAMOND: My name is Adam Diamond. I  
 5 am the director of government and industry  
 6 affairs for PCS Nitrogen.

7 MR. JONES: Okay. Tell us what happened  
 8 here.

9 MR. DIAMOND: I think you just hit it  
 10 right on the head. Unlike the previous  
 11 company, we are a little bit less efficient.

12 MR. JONES: I realized as soon as I said  
 13 that, I slapped everybody else and I apologize  
 14 for that.

15 MR. DIAMOND: That is it in a nutshell.  
 16 I mean, we have had market condition  
 17 changes, several unanticipated challenges  
 18 resulting from supply-chain delays, higher  
 19 inflation, interest rates, unanticipated  
 20 resource availability constraints, all of those  
 21 things have basically pushed this project back  
 22 a little bit longer than we originally  
 23 anticipated.

24 MR. JONES: Has construction started now?

25 MR. DIAMOND: Construction, we have done

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1 some initial construction. We have invested  
 2 over a hundred million dollars so far on the  
 3 front-end engineering. We are still moving  
 4 forward with permit applications with  
 5 Department of Environmental Quality.  
 6 MR. JONES: Have you reached a final  
 7 investment decision yet?  
 8 MR. DIAMOND: We have not.  
 9 MR. JONES: Are you waiting on permitting  
 10 and that sort of thing?  
 11 MR. DIAMOND: We are waiting on permit, we  
 12 are looking at market conditions.  
 13 In essence, we have slowed the project  
 14 down a little bit in terms of making that final  
 15 investment decision due to all of these changes  
 16 in the market.  
 17 MR. JONES: So, you are -- how far along  
 18 are you in the permitting?  
 19 MR. DIAMOND: We are cautiously optimistic  
 20 that we will get our permit within the next  
 21 month so we can start construction by the end  
 22 of December.  
 23 MR. JONES: Okay. Thank you are for that.  
 24 We have a motion on PCS Nitrogen  
 25 Fertilizer, LP's request to extend their

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1 proposed commencement of operation date. We  
 2 have a motion from Mr. Simien to approve;  
 3 second from Mr. Hollins. Any questions or  
 4 comments from the Board? Any comments from the  
 5 public? Hearing none, all in favor say aye.  
 6 (Complies.) Any opposition? There being none,  
 7 the motion carries. Thank you for your  
 8 investment.  
 9 MR. DIAMOND: Thank you very much.  
 10 MR. USIE: Next we have noncompliant  
 11 contracts following the post-EO 2017 rules. We  
 12 have three contracts for Packaging Corporation  
 13 of America in Beauregard Parish that are  
 14 noncompliant. Contract 20161623 was  
 15 noncompliant for the 2019 reporting period.  
 16 The exhibit A agreement required five hundred  
 17 and thirty-two jobs with fifty-five million six  
 18 hundred and thirty-three thousand two hundred  
 19 and forty dollars in payroll. The actual jobs  
 20 retained was five hundred and seventy-three  
 21 with fifty-four million nine hundred and  
 22 seventy-five thousand eight hundred and  
 23 seventy-four dollars in payroll. The filing is  
 24 noncompliant for the payroll portion only.  
 25 None of the locals replied with a

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1 recommendation.  
 2 Next is contract 2016186151 that was -- 51  
 3 was not compliant for the 2018 reporting  
 4 period. Exhibit A required the company retain  
 5 565 jobs with fifty five million two hundred  
 6 and eighty-one thousand seven hundred and  
 7 eighty-five dollars in payroll. The actual  
 8 jobs retained was five hundred and fifty-six  
 9 with fifty-six million one hundred and  
 10 ninety-one thousand five hundred and twenty  
 11 dollars in payroll. This filing is  
 12 noncompliant with the job portion only.  
 13 The parish did not respond with a  
 14 recommendation, and the school board nor the  
 15 sheriff granted an exemption for the initial  
 16 application, so they do not apply.  
 17 Last we have contract 20170177 that is  
 18 noncompliant for both 2019 and 2020 reporting  
 19 periods. The exhibit A required the company  
 20 retain 554 jobs with fifty-five million two  
 21 hundred and eighty-one thousand seven hundred  
 22 and eighty-five dollars in payroll. For 2019  
 23 the actual jobs retained was five hundred and  
 24 seventy-six with fifty-five million two hundred  
 25 and ninety-eight thousand three hundred and

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1 fifty-eight dollars in payroll. The filing is  
 2 noncompliant due to the late filing only. The  
 3 filing was due August 23, 2020, but not  
 4 received until July 11, 2021. The Parish did  
 5 not respond with a recommendation, and the  
 6 school board nor the sheriff granted an  
 7 exemption for the initial application, so they  
 8 do not apply. For the 2020 reporting period,  
 9 the actual jobs retained was five hundred and  
 10 eighty-six with sixty-one million five hundred  
 11 and thirty-nine thousand one hundred and  
 12 thirty-four dollars in payroll. This filing is  
 13 also noncompliant due to the late filing only.  
 14 It was due April 30, 2021, but not received  
 15 until July 11, 2021. The Parish did not  
 16 respond with a recommendation, and the school  
 17 board nor sheriff granted the exemption.  
 18 MR. JONES: I want to see if I can  
 19 summarize this in a way that makes some sense.  
 20 So, for the first contract, they did not  
 21 -- they me their payroll obligation; did not  
 22 meet their jobs' obligation. And the second  
 23 contract, they met their jobs' application, but  
 24 they did not meet their payroll obligation.  
 25 MR. USIE: Opposite. The first contract,

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1 they cannot meet their payroll, and the second  
 2 they did not meet the jobs.  
 3 MR. JONES: That is why I have all of  
 4 y'all to keep me straight. The third contract  
 5 they certainly filed it late. They met their  
 6 jobs and payroll obligation?  
 7 MR. USIE: Correct.  
 8 MR. JONES: And the parish of Beauregard  
 9 apparently does not care.  
 10 MR. USIE: Correct.  
 11 MR. JONES: I am sorry, but that is my  
 12 interpretation when I see no response. All  
 13 right. What is the pleasure of the Board?  
 14 Mr. Chairman -- I mean, Mr. Secretary. I am  
 15 about to give you my job.  
 16 MR. PIERSON: This is just really more of  
 17 I want to make an observation here for the  
 18 Board and there are some members here today  
 19 that do not always attend our meetings, but  
 20 when they say this is out of compliance, that  
 21 draws your attention. That causes some  
 22 concern, and it is their, the staff's  
 23 responsibility to point out that it is not  
 24 meeting the standard. So, that becomes maybe  
 25 an amber flashing light on the dashboard, and

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1 for the Board, I think the responsibility is to  
 2 look at a little bit of each of these  
 3 individually, and in some cases, you are going  
 4 to see severe divergence from what the  
 5 commitment was and what the program presented.  
 6 But in these cases here, you are seeing  
 7 really just a small percentage of this, on some  
 8 of these job counts, and where from an economic  
 9 development science, the real value to the  
 10 State and to the parish and others that feed  
 11 the economy is to keep your eye on the ball, on  
 12 the salaries, the money that is moving into our  
 13 economy, and evaluate more than just a  
 14 statement of being out of compliance and talk  
 15 about whether it is drastically out of  
 16 compliance and what was the -- were we at risk  
 17 or at being severely impacted by salary  
 18 reductions.  
 19 So, if these number had been half or  
 20 something, I think there would be a particular  
 21 concern on behalf of the Board, but these are  
 22 all sort of like horseshoe, you are getting  
 23 pretty close to the pin, and I think that  
 24 should be acknowledged. That is just a sidebar  
 25 comment.

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1 MR. JONES: Thank you. What is the  
 2 pleasure of the Board? There is a motion to --  
 3 MR. REESE: Mr. Chairman, I would be glad  
 4 to make a motion.  
 5 MR. JONES: Approve without penalty? We  
 6 have a motion to approve without penalty from  
 7 Mr. Reese; second by Mr. Thompson. Any further  
 8 questions or comments from the Board? There  
 9 being none. Any comments from the public?  
 10 Hearing none. All in favor say aye.  
 11 (Complies.) Any opposition? There being none,  
 12 the motion carries.  
 13 MR. USIE: Next we have noncompliant  
 14 contracts following the post-EO 2018 rules.  
 15 We have two contracts, number 20180149 and  
 16 20181049-A for Diversified Foods and  
 17 Seasonings, LLC, in St. Tammany Parish. They  
 18 are both non-compliant for the 2022 reporting  
 19 period. The exhibit A for both contracts, the  
 20 company is to create and maintain 44 jobs with  
 21 one million two hundred and forty-five thousand  
 22 two hundred dollars in payroll. The actual  
 23 jobs created was four jobs with one hundred and  
 24 seventy-nine thousand one hundred and  
 25 twenty-four dollars in payroll.

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1 The parish submitted a letter stating St.  
 2 Tammany Parish defers to the State for any  
 3 action deemed appropriate regarding Diversified  
 4 Foods' noncompliance for all participating  
 5 years. The school board submitted a letter  
 6 stating St. Tammany School Board defers any  
 7 decision or action on Diversified Foods'  
 8 noncompliance to the Louisiana Board of  
 9 Commerce. The St. Tammany Parish School Board  
 10 does not wish to take any direct action against  
 11 the company for 2022, and the Sheriff submitted  
 12 a letter giving specifics of the notices in  
 13 question. We share your opinion mindset toward  
 14 the challenges of meeting the benchmarks and  
 15 reporting timelines due to the widespread  
 16 effects of the pandemic given the option  
 17 available under this process and the  
 18 particulars for each of the contracts in  
 19 question. The Sheriff's Office would like to  
 20 defer judgment on the above matters to the  
 21 Board of Commerce & Industry.  
 22 MR. JONES: Thank you. Are you here to  
 23 just speak on behalf of Diversified?  
 24 MR. RANGEL: Good morning, Mr. Chairman  
 25 and members of the Board. Ruben Rangel (sic)

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1 with AS Consulting.  
 2 Diversified Foods I think are like a lot  
 3 of businesses that come before you for  
 4 noncompliance if they entered into an ITE  
 5 contract prior to 2020 and the 2019 pandemic.  
 6 Despite their best efforts of the ongoing ITE  
 7 job and payroll commitments just are not  
 8 tangible at this time, and the company has made  
 9 a decision to exit the ITE program.  
 10 We have been in contact with local tax  
 11 bodies, and the company actually filed a  
 12 contract cancellation request back in February  
 13 of this year. The reason that has not come  
 14 before you yet is simply because the prior  
 15 compliance filings are making their way to the  
 16 queue, and with this twenty-two compliance  
 17 before you today, I expect the next agenda you  
 18 would probably see the Diversified Foods case.  
 19 MR. JONES: So, it is not going to proceed  
 20 with the project at all?  
 21 MR. RANGEL: It is proceeding, but they  
 22 are not, they are not -- they will not continue  
 23 to have the advantage of the Cytek contract to  
 24 exemptions.  
 25 MR. JONES: Okay. Any comments from --

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1 okay. All right.  
 2 As I understood the letters from the  
 3 police jury and school board and the sheriff,  
 4 they all defer to the Board, but I heard  
 5 undertones of leniency; is that what I heard?  
 6 MR. RANGEL: Their decision was to defer.  
 7 But none of them wanted to take direct action  
 8 themselves. No penalty from them.  
 9 MR. JONES: Okay. All right. Thank you  
 10 very much.  
 11 What is the pleasure of the Board? We can  
 12 approve without penalty, which apparently the  
 13 local entities do not feel strongly enough  
 14 about incurring or imposing a penalty. I have  
 15 a motion from Mr. Nassar to approve without  
 16 penalty; is that right?  
 17 MR. NASSAR: Yes, sir.  
 18 MR. JONES: Second from Mr. Moss.  
 19 Any questions or comments from the Board?  
 20 Hearing none. Any comments from the public?  
 21 There being none. All in favor say aye,  
 22 (Complies.) Any opposition? There is none;  
 23 the motion carries. Thank you.  
 24 MR. USIE: Next we have one contract,  
 25 202000044 for EI Williams Industries, LLC, in

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1 Webster Parish that is noncompliant for the  
 2 2022 reporting period. Exhibit A required the  
 3 company to create and maintain 28 jobs with one  
 4 million in payroll. The ACR filing was never  
 5 received, so the noncompliance letters were  
 6 sent out.  
 7 The Webster Parish School Board nor the  
 8 Sheriff responded with recommendations. Since  
 9 the letters went out and the agenda was set,  
 10 the company did submit their ACR filing on  
 11 October 13. The jobs and payroll for the 2022  
 12 filing were 30 jobs with one million two  
 13 hundred and sixty-five thousand seven hundred  
 14 and fifty-nine dollars for 2022.  
 15 MR. JONES: I am sorry, give me those  
 16 numbers again.  
 17 MR. USIE: Thirty jobs with one million  
 18 two hundred and sixty-five thousand seven  
 19 hundred and fifty-nine dollars.  
 20 MR. JONES: So, they matched their goals.  
 21 MR. USIE: So, the payroll and -- were  
 22 met, but they were still noncompliant because  
 23 it was not filed until the October 13.  
 24 MR. JONES: Got it. Okay. All right.  
 25 Please state your name and your position

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1 with the company please.  
 2 MR. SANTOS: Good morning. My name is  
 3 John Santos, Chief Financial Officer for EI  
 4 Williams.  
 5 MR. JONES: Tell us what happened here.  
 6 MR. SANTOS: We felt that we were  
 7 initially intending to file all the  
 8 documentation in-house. Unfortunately we had  
 9 like another case, some turnover, quite a bit  
 10 of turnover in our administrative staff. This  
 11 documentation got pushed to the side and pushed  
 12 to the side until we got notification we were  
 13 late, at which time we hired Deeter Consulting  
 14 to manage the process for us. We know going  
 15 forward we will not ever be late with these  
 16 filings again.  
 17 As was mentioned, we did meet our  
 18 obligations and exceeded them, and we continue  
 19 to do so, and we were more focusing on growing  
 20 our business and now we passed on the  
 21 administrative portion, this function to a  
 22 consulting firm to make sure we do not ever  
 23 miss this again.  
 24 MR. JONES: Have you communicated with the  
 25 local entities as to what is going on in the

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1 company? Are you staying in contact with them?  
 2 MR. SANTOS: Not the tax authorities, but  
 3 rather the NWPID, the district that we deal  
 4 with. We continue to communicate with them  
 5 constantly.  
 6 MR. JONES: All right. What is the  
 7 pleasure of the Board? Do we have a motion  
 8 approved with no penalty from Secretary  
 9 Pierson; second from Mayor Touns. Any  
 10 questions or comments from the Board? There  
 11 being none. Any comments from the public?  
 12 There being none. All in favor say aye.  
 13 (Complies.) Any opposition? There is none;  
 14 the motion carries.  
 15 MR. SANTOS: Thank you.  
 16 MR. USIE: Next we have two contracts,  
 17 Fisher Manufacturing Service, LLC, in  
 18 Tangipahoa Parish. They are noncompliant for  
 19 the 2022 reporting period.  
 20 The exhibit A for contract 20190086  
 21 required the company create and retain one job  
 22 with twenty thousand in payroll. The actual  
 23 jobs created was one with forty-nine thousand  
 24 one hundred and ten dollars in payroll. The  
 25 filing is noncompliant due to being late only.

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1 The filing was due April 30, 2023, but not  
 2 received until May 8th, 2023. The Parish and  
 3 Sheriff did not respond with recommendations  
 4 and the School Board denied the exemption at  
 5 the time of application and does not apply.  
 6 The exhibit A for contract 20210266  
 7 required the company create and retain one job  
 8 with twenty thousand in payroll. The actual  
 9 jobs created was two for fifty-four thousand  
 10 one hundred and thirty-four dollars in payroll.  
 11 The filing is noncompliant due to being late  
 12 only. It was due April 30, 2023, but not  
 13 received until May 8th, 2023, and none of the  
 14 locals responded with any recommendations.  
 15 MR. JONES: On the late filings they were  
 16 literally less than ten days late?  
 17 MR. SANTOS: Correct.  
 18 MR. JONES: I have a motion from Mr. Slone  
 19 to approve with no penalty. I have a second by  
 20 Mr. Walsh representing the Governor's office as  
 21 a second. Any questions or comments from the  
 22 Board? There being none. Any comments from  
 23 the public? Hearing none. All in favor say  
 24 aye. (Complies.) Any opposition? There being  
 25 none; the motion carries.

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1 MS. CHENG: Next we have two contracts  
 2 from Martco, LLC, contract 20180296. Martco in  
 3 Natchitoches Parish is in noncompliance for the  
 4 2020 and the 2021 reporting periods.  
 5 Exhibit A required the company to create  
 6 and maintain 14 jobs with six hundred and  
 7 fifty-six thousand in payroll. The actual jobs  
 8 and payroll created for the 2020 reporting  
 9 period was seven jobs with three hundred and  
 10 fifty thousand six hundred and fifty-six in  
 11 payroll. The actual jobs in payroll created  
 12 for the 2021 reporting period was zero jobs  
 13 with zero in payroll.  
 14 The Parish Council originally denied the  
 15 exemption, so they were not requested to  
 16 provide feedback for this noncompliance, and we  
 17 received letters from the School Board and the  
 18 Sheriff stating from the School Board that our  
 19 Board is in full support of taking no action on  
 20 2018029-ITE.  
 21 Mr. Martin came to our board meeting and  
 22 explained the complexities of the exemption,  
 23 why they were found noncompliant. Our Board  
 24 understood and voted in the affirmative to take  
 25 no action. The sheriff issued a letter

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1 stating, I am writing in support of Martco. It  
 2 has maintained their tax exemption status. In  
 3 my opinion, Martco remains a lateral partner in  
 4 Natchitoches Parish and is committed to its  
 5 people. As such, Martco remains a vital part  
 6 in reference to the above-mentioned tax  
 7 exemptions for Martco. I am in favor of the  
 8 exemptions remaining in place and no further  
 9 action being taken at this time.  
 10 The next contract is 20190393 from Martco  
 11 in Natchitoches Parish and noncompliant with  
 12 the 2021 reporting period.  
 13 Their exhibit A requires the company  
 14 create and maintain five jobs with one hundred  
 15 ninety-three thousand three hundred and  
 16 ninety-three dollars in payroll. The actual  
 17 jobs and payroll created for the 2021 reporting  
 18 was zero dollars in payroll. The Parish  
 19 Council denied the exemption at the time of the  
 20 location. The school board passed a motion to  
 21 approve taking no action on Martco for  
 22 noncompliance for 20180393, and the sheriff  
 23 addressed this contract in the same letter that  
 24 I read previously stating that he is in favor  
 25 of the exemptions remaining in place and no

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1 further action being taken in this matter.  
 2 MR. JONES: We have some -- Mr. Martin?  
 3 Please state your name and position with the  
 4 company.  
 5 MR. MARTIN: I am Royal Martin, III. I am  
 6 chairman and CEO and CFO of Royal Martin.  
 7 We are celebrating our hundredth year here  
 8 in Louisiana. Royal Martin in 2000 that I was  
 9 a part of, I have been around 41 years, so we  
 10 built the first plywood plant that had been  
 11 built in 1996, 14 years, and we celebrated our  
 12 25th year in Natchitoches Parish in 2021.  
 13 I do not like to be noncompliant, but I  
 14 will have some comments about that.  
 15 We are different. We use the -- Board of  
 16 Commerce & Industry uses a particular  
 17 methodology that Secretary Pierson and I have  
 18 discussed it at length. That is not exactly  
 19 the way we operate.  
 20 We are a 52, 53 week accounting period,  
 21 which means I always end on a Sunday. That  
 22 means sometimes payrolls get paid in the next,  
 23 in a next calendar year, and that does not jive  
 24 with your methodologies. So, with that being  
 25 said, I would like to look at my ES4 data for

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1 job compliance. Also I want to point out too  
 2 that Marco at Chopin has a four million dollar  
 3 payroll per year, and 2021, I am pretty sure  
 4 that we are compliant on all of our payroll  
 5 dollars in 2020 and 2021 because there was  
 6 covid, and we expanded during covid, which is  
 7 my fault, and job creation during covid was  
 8 extremely challenging because people got paid  
 9 to stay home, and all you had to do was to  
 10 check a box and say that I applied for a job to  
 11 qualify.  
 12 Well, we would get hundreds of  
 13 applications, show up for the job fair and four  
 14 people would show up. So, I had supervisors,  
 15 we had enormous amounts of overtime and we ran  
 16 as an essential business through 2020 and 2021.  
 17 We created -- we maintained -- in fact, I would  
 18 argue, I have never met you before, but I have  
 19 heard your name a lot, that I have got a CPA  
 20 and a certified internal auditor that prepares  
 21 these for us, and I think we created the jobs  
 22 in 2020, but I do not want to argue with you,  
 23 because all he asked for was a lot more than  
 24 that.  
 25 2021 was very, very difficult, but with

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1 overtime, with college students working on  
 2 weekends, we managed to survive, and they  
 3 worked so hard that I paid everybody a thousand  
 4 dollars for every year of service for Royal  
 5 Martin during 2021 on November the 22nd. That  
 6 is why I am positive our payroll was much, much  
 7 greater. So, you have got some people, a lot  
 8 of people that worked for us for twenty-five  
 9 years. I kept it a secret. They got a  
 10 twenty-five thousand dollar check that day  
 11 without knowing it. So, I know we complied  
 12 with the payroll. It was extremely difficult  
 13 that year for us.  
 14 We have right now about 740 people that  
 15 work at Chopin. We have, like I say, expanded.  
 16 We started -- this contract was before our  
 17 timber-mill. It was a small piece of the  
 18 overall plant, and we doubled the size of it in  
 19 2018 and created a new log product for the  
 20 State of Louisiana called kenner wood-type  
 21 product which we had over in Alabama. So, that  
 22 is why the numbers appear small, but we have a  
 23 lot of payroll.  
 24 So, we have letters of support. I would  
 25 like to add to what you were saying about the

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1 Natchitoches Parish Council. The Natchitoches  
 2 Parish Council put us on an agenda that they  
 3 did not put on the website. They posted it on  
 4 the door that day, which I do not go by and  
 5 check the door of the courthouse, sorry, and I  
 6 missed the meeting, so they got mad at me and  
 7 denied, but I came back and said, put me on  
 8 again, and we passed it, they passed it, but  
 9 they sent it to the Board late, so they  
 10 actually did approve the extension. They just  
 11 got it in late, so that is something else.  
 12 So, anyway, I have letters of support from  
 13 the sheriff as he said before, and I got a  
 14 unanimous vote at the School Board. I was very  
 15 proud of that to contain.  
 16 So, Chair, that is all I have to say. I  
 17 believe right now we have 740 jobs. Our  
 18 baseline was six seventy-eight, so my math, we  
 19 were over almost 60 plus.  
 20 MR. JONES: You may have just answered my  
 21 question. I was going to ask, how have you  
 22 recovered over the covid debacle?  
 23 MR. MARTIN: Pretty well. We are the  
 24 single largest power plant in North America,  
 25 and the safest for the last three years. So --

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1 MR. JONES: We have heard a lot from  
 2 people in the position that those two or three  
 3 years were very difficult to find workers, and  
 4 I am curious, are we getting past that now?  
 5 MR. MARTIN: We are.  
 6 The education level of our applicants is  
 7 poor, and we are working on that with Rapides  
 8 Parish School Board and Natchitoches Parish  
 9 School Board. We have implemented a lot of  
 10 help from them and the technical colleges, both  
 11 the technical colleges in Alexandria and in  
 12 Natchitoches, and those kids need time.  
 13 And so, in Rapides Parish they have  
 14 implemented, if you are a D school, the kids go  
 15 to summer school, which I think is outstanding,  
 16 and they are going to catch up. Bright kids.  
 17 And Natchitoches is also looking at that as  
 18 well. Those kids need time.  
 19 I do not know if you are familiar with  
 20 Study Bill. That is my cousin owns that. She  
 21 is trying to hire more and more people because  
 22 people are flooding into that program trying to  
 23 get their kids caught up, so.  
 24 MR. JONES: You have obviously done a good  
 25 job with the locals, so we basically have a

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1 situation here where we had covid-related  
 2 issues. We have the locals recommending take  
 3 no action. I will entertain a motion from  
 4 Mr. Nassar to approve the exemption without  
 5 penalty; second Mr. St. Blanc.  
 6 Any questions or comments from the Board?  
 7 MR. NASSAR: I would like to make a  
 8 comment.  
 9 MR. JONES: Yes, sir.  
 10 MR. NASSAR: I would like to thank you for  
 11 being a school board member for 28 years, and  
 12 knowing the challenges in the public school  
 13 system. We want to thank you and your company  
 14 for working with all the school boards and  
 15 readying our children for the workforce,  
 16 because let's face it, probably 60 percent of  
 17 our kids will not go to college. So, we need  
 18 to give them what they need to be able to enter  
 19 the workforce, and I want to commend you for  
 20 that. Thank you.  
 21 MR. MARTIN: And have you heard about our  
 22 Works Program? In 2007 we got the Bese Board  
 23 to approve an agricultural curriculum that  
 24 teaches kids about the forest products  
 25 industry, and we hire about 15 to 20 kids. We

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1 have about a hundred and forty in classes  
 2 statewide in 18 schools.  
 3 MR. NASSAR: Thank you. That is very  
 4 good. It is very good.  
 5 MS. THOMPSON: I have a comment.  
 6 Mr. Martin, thank you so much for being here.  
 7 Your family is the largest landowner in this  
 8 state that lives here and employ over, what,  
 9 3,000 people at least.  
 10 MR. MARTIN: Well, we employ fourteen  
 11 hundred or so directly, but we have thousands  
 12 of loggers and truck drivers, maintenance  
 13 people, yes.  
 14 MS. THOMPSON: By my account, you have  
 15 invested 25 and 50 million dollars into just  
 16 higher education in the State, and on behalf of  
 17 Loyal Flagship, we want to thank you and thank  
 18 your family and thank you for your service.  
 19 There is not a higher education meeting that I  
 20 go to that you are not there, so we appreciate  
 21 that.  
 22 MR. MARTIN: Thank you very much.  
 23 Being on the Board of -- for six years, I  
 24 got -- we are all in love with higher  
 25 education, so, and technical college. Thank

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1 you very much.  
 2 By the way, my dad was on this Board in  
 3 1980 to '84, so.  
 4 MR. JONES: Mr. St. Blanc.  
 5 MR. ST. BLANC: I would like to make a  
 6 comment and speak from my heart.  
 7 I worked at Royal Martin at community and  
 8 technical colleges. We did everything we could  
 9 and they stepped up to the plate, and we  
 10 continue, and I became a legislator, but  
 11 personally, it is not too many times personally  
 12 I had a problem when I was in business in the  
 13 lumberyard that Royal Martin took care of me,  
 14 and I got it all through because of a coop that  
 15 went bankrupt on me, and Royal Martin stayed  
 16 with me. I would never forget that. I am  
 17 still on the Board today and am able to approve  
 18 something, and not only did it help me  
 19 personally, but the State of Louisiana owes  
 20 this company a lot, because you cannot imagine  
 21 what happened with covid and everything, and I  
 22 want to thank him personally for doing what he  
 23 did for me in a small lumberyard all in  
 24 Louisiana, so thank you.  
 25 MR. JONES: Any other comments or

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1 questions from the Board? Any comments from  
 2 the public? Hearing none. All in favor say  
 3 aye. (Complies.) Any opposition? There being  
 4 none, the motion carries.

5 From all of us, Mr. Martin, thank you for  
 6 you and your family and what you have done for  
 7 the State.

8 MR. MARTIN: I appreciate it very much.

9 MS. CHENG: And that concludes the --

10 MR. JONES: All right. Let's move on to  
 11 consideration of the tax utilization request  
 12 from an oral contract.

13 Ladies and gentlemen, this is something we  
 14 do not see very often. This is a program that  
 15 the State has that is just not exercised very  
 16 often, at least not what this Board has see.  
 17 And I am going to try to give you the short  
 18 version of this without going through a great  
 19 deal of explanation, but essentially, the  
 20 Governor has the authority through ULAB, if it  
 21 is trying to bring a company to the state, to  
 22 basically offer them a tax equalization system  
 23 so that they are equal with the State with whom  
 24 you were competing, so that by coming here  
 25 rather than going to say Texas or Mississippi,

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1 they received tax treatment comparable to what  
 2 they would have received had they gone to the  
 3 other state.

4 But in any event, Pool Corporations and  
 5 subsidiaries are in a program like that now and  
 6 they are up for a five-year renewal of that  
 7 program, and that is what is before us now, to  
 8 approve or not approve that renewal.

9 Mr. Pierson, is that a reasonably fair  
 10 description of the program?

11 MR. PIERSON: That is correct, sir, and it  
 12 is as you have stated, rarely invoked, but it  
 13 is a very substantial company and a great  
 14 opportunity for Louisiana, and it is a very,  
 15 very strong employer in the St. Tammany region.

16 MR. JONES: Correct. We will entertain a  
 17 motion to approve from Mr. St. Blanc; second  
 18 Mr. Slone. Any questions or comments from the  
 19 Board? Hearing none. Any comments from the  
 20 public? All in favor say aye. (Complies.)  
 21 Any opposition? There being none, the motion  
 22 carries. All right.

23 Now let's go to the beginning of the  
 24 agenda. Ms. Adegbe has been waiting.

25 MS. ADEGBE: Twelve new applications.

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1 20210399, CSP Deriver, LLC, Beauregard  
 2 Parish. 20210427, ControlWorks, LLC, Calcasieu  
 3 Parish. 20210447, ControlWorks, LLC, Ascension  
 4 Parish. 20210304, Honeywell International Inc,  
 5 East Baton Rouge Parish. 20210305, Honeywell  
 6 International, Inc, Ascension Parish.  
 7 20210517, International Paper Company,  
 8 Washington Parish. 20220495 Koppers Utility  
 9 and Industrial Products, Inc, Vernon Parish.  
 10 20220449, Niagara Bottling, LLC, Tangipahoa  
 11 Parish. 20210420, PHI Aviation, LLC,  
 12 Terrebonne Parish. 20210306, Sealevel  
 13 Construction, Inc, Lafourche Parish. 20210302  
 14 UOP, LLC, East Baton Rouge Parish and 20210303,  
 15 UOP, LLC, Caddo Parish.

16 MR. JONES: Thank you. Entertain a motion  
 17 to approve these applications. Mayor Toups;  
 18 second Mr. Moss. Any questions or comments  
 19 from the Board? Hearing none. Any comments  
 20 from the public? Hearing none. All in favor  
 21 say aye (Complies.) Any opposition? There  
 22 being none, the motion carry.

23 MS. ADEGBE: I have one change of project  
 24 physical location.  
 25 20151137, Brown & Root Industrial

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1 Services, LLC of Delaware and BR Industrial  
 2 Operations, LLC. Previously address, 2600 City  
 3 Place Court, Suite 500, Baton Rouge, Louisiana  
 4 70808, East Baton Rouge Parish. New address is  
 5 4171 Essen Lane, suite 1100, Baton Rouge,  
 6 Louisiana 70809, East Baton Rouge Parish.

7 MR. JONES: Entertain a motion to approve  
 8 this change of physical location. A motion  
 9 from Mr. Simien; second from Mr. Moss. Any  
 10 questions or comments from the Board? Hearing  
 11 none. Any comments from the public? Hearing  
 12 none. All in favor say aye. (Complies.) Any  
 13 opposition? There being none, the motion  
 14 carries.

15 MS. ADEGBE: That concludes the --

16 MR. JONES: Thank you, ma'am.

17 Good morning, Mr. Rosenberg. Lead us  
 18 through.

19 MR. ROSENBERG: There are 19 new  
 20 applications. 20220036 for 1101 Aline Street  
 21 LLC, Orleans Parish. 20230135 for 3401  
 22 Jefferson Highway in Jefferson Parish.  
 23 20230124 for 3401 Jefferson Highway LLC,  
 24 Jefferson Parish. 20230134 for 3401 Jefferson  
 25 Highway LLC in Jefferson Parish. 20230136 for

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1 3401 Jefferson Highway LLC, Jefferson Parish.  
 2 20220293, Bates Real Estate, East Baton Rouge  
 3 Parish. 20230010 for Highland Moon Properties,  
 4 LLC, East Baton Rouge Parish. 20220250, RBR  
 5 Government, LP, East Baton Rouge Parish.  
 6 20220251, RBR Government, LP, East Baton Rouge  
 7 Parish. 20220252, RBR Government, LP, East  
 8 Baton Rouge Parish. 0223 -- 20220253, RBR  
 9 Government, LP, East Baton Rouge Parish.  
 10 20220254 for RBR Government, LP, East Baton  
 11 Rouge Parish. 20220255, RBR Government, LP,  
 12 East Baton Rouge Parish. 20220256, RBR  
 13 Government, LP, East Baton Rouge Parish.  
 14 20220257, RBR Government, LP, in East Baton  
 15 Rouge Parish. 20220258 for RBR Government, LP,  
 16 East Baton Rouge Parish. 20220261 for RBR  
 17 Government, LP, in East Baton Rouge Parish.  
 18 20210433 for Roselawn Properties, Inc, in  
 19 Lafayette Parish, and 20210510 for Summa NOLA  
 20 IV LLC in Orleans Parish.  
 21 MR. JONES: All right.  
 22 As you know with restoration tax payment,  
 23 these contracts have already been to local  
 24 entities and have been approved before coming  
 25 to LED, so I will entertain a motion to approve

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1 from Mr. Nassar; second from Mayor Toups. You  
 2 have a question, Mr. Slone?  
 3 MR. SLONE: Can you repeat the application  
 4 number for Bates Real Estate? For the record,  
 5 I may have heard you say three instead of eight  
 6 that last digit.  
 7 MR. ROSENBERG: Yes, sir. The application  
 8 number is 20220298.  
 9 MR. SLONE: Thank you.  
 10 MR. JONES: All right. Any other  
 11 questions or comments from the Board? Hearing  
 12 none. Any comments from the public? Hearing  
 13 none. All in favor say aye. (Complies.) Any  
 14 opposition? There is none; motion carries. We  
 15 have a special request?  
 16 MR. ROSENBERG: I was anticipating  
 17 presenting the renewal application first.  
 18 There was a miscommunication when compiling  
 19 the --  
 20 MR. JONES: No problem.  
 21 MR. ROSENBERG: There is one renewal  
 22 application for 20161634 for Copech Properties,  
 23 LLC, in Ouachita Parish.  
 24 MR. JONES: That is 20161633 or three  
 25 four?

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1 MR. ROSENBERG: Four three.  
 2 MR. JONES: Thank you very much.  
 3 Copech Properties. We will entertain a  
 4 motion for renewal from Mr. Nassar; second from  
 5 Mayor Toups. Any questions or comments from  
 6 the Board? There being none. Any comments  
 7 from the public? There being none. All in  
 8 favor say aye. (Complies.) Any opposition?  
 9 There is none, motion carries.  
 10 Now let's go to special requests.  
 11 MR. ROSENBERG: There is one transfer of  
 12 ownership request for contract 20170016, former  
 13 owner is Monroe Developments, LLC, to the new  
 14 owner, Advantage Health Plan, Inc., in Ouachita  
 15 Parish.  
 16 MR. JONES: Entertain a motion to approve  
 17 this transfer of ownership. Motion from  
 18 Mr. Simien; second from Mr. Moller. Any  
 19 questions or comments from the Board? There  
 20 being none. Any comments from the public?  
 21 There being none. All in favor say aye.  
 22 (Complies.) Any opposition? There is none;  
 23 the motion carries.  
 24 MR. ROSENBERG: That concludes the RTA  
 25 agenda.

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1 MR. JONES: Thank you, Mr. Rosenberg,  
 2 appreciate your help. Good morning.  
 3 MS. METOYER: I have 10 applications.  
 4 20200424, Colonial Oaks Care Center of  
 5 Metairie, LLC, Jefferson Parish. 20200183,  
 6 Community Care Center of Thibodaux, LLC,  
 7 Lafourche Parish. 20200464, Conrad Shipyard,  
 8 LLC, St. Mary Parish. 20210212, Gulf Coast  
 9 Hotel Group, LLC, Calcasieu Parish. 20190412,  
 10 Howell Foundry, LLC, West Feliciana Parish.  
 11 20200404, Jackson 4 Management Services, LLC,  
 12 Lafayette Parish. 20200184, Kenter, LLC,  
 13 Calcasieu Parish. 20190009, Elroy Metal Mill,  
 14 Incorporated, Bossier Parish. 20160995, Summa  
 15 Lodging, LLC, East Baton Rouge Parish and  
 16 20200448, Willis-Knighton Medical Center,  
 17 Incorporated, Caddo Parish.  
 18 MR. JONES: Entertain a motion to approve.  
 19 Mr. St. Blanc; second from Mr. Slone. Any  
 20 questions or comments from the Board? There  
 21 being no comments from the public. Being none.  
 22 All in favor say aye. (Complies.) Any  
 23 opposition? There is none, the motion carries.  
 24 MS. METOYER: Terminations.  
 25 20180055, Alliance Compressor, LLC,

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1 Natchitoches Parish. The existing contract is  
 2 2/15 of '18 to 2/14 of 2023. The requested  
 3 term date is 2/14/22. The program requirements  
 4 have been met. No additional jobs are  
 5 anticipated.  
 6 20160639, Excel Contractors, Incorporated,  
 7 d/b/a, Excel Contractors, Incorporated, East  
 8 Baton Rouge Parish. The existing contract is  
 9 6/13/18 to 6/12/2023. The requested term date  
 10 is 6/12/2021. The program requirements have  
 11 been met. No additional jobs are anticipated.  
 12 20151284, Excel Group Services,  
 13 Incorporated, Ascension Parish. The existing  
 14 contract period is 6/13/18 to 6/12/2023. The  
 15 requested term date is 6/12/2021. The program  
 16 requirements have been met. No additional jobs  
 17 are anticipated.  
 18 MR. JONES: Entertain a motion to approve  
 19 these terminations. Motion from Mayor Toups;  
 20 second from Mr. Hollins. Any questions or  
 21 comments from the Board? Hearing none. Any  
 22 comments from the public? Hearing none. All  
 23 in favor say aye. (Complies.) Any opposition?  
 24 Hearing none, the motion carries. Thank you.  
 25 MS. METOYER: That concludes EZ.

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1 MR. JONES: Very good. All right.  
 2 Do we have any other business before the  
 3 Board? Hearing none, Secretary Pierson, bring  
 4 us up to date.  
 5 MR. PIERSON: Yes, sir, and I will try to  
 6 move through this fairly quickly. I am glad to  
 7 make these announcements around our program.  
 8 I just got back from a Lafayette meeting  
 9 where Louisiana Economic Development cohosted a  
 10 statewide, small business summit with Lafayette  
 11 Economic Development Authority. It was well  
 12 attended.  
 13 The governor made the opening remarks, and  
 14 we were able to spend the better part of the  
 15 day introducing opportunities to small  
 16 businesses across the state with our programs,  
 17 and certainly, one of the key programs that we  
 18 are moving on right now is our states Small  
 19 Business Credited Initiative as you will recall  
 20 where the US Treasury awarded us two hundred  
 21 thirteen million dollars. Since April we have  
 22 been promoting that program across the state.  
 23 We have had road shows, we call business into  
 24 the community across Louisiana in New Orleans,  
 25 Baton Rouge, Lake Charles, Lafayette,

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1 Alexandria, Monroe, Shreveport, Thibodaux, and  
 2 not only making the information available by  
 3 coming to the various regions around the state,  
 4 but also numerous events that included the  
 5 Louisiana Bankers association and others.  
 6 So, to date we have gotten more than six  
 7 million dollars into financial institutions  
 8 available to push out. We continue to try to  
 9 grow the inventory of existing banks that are  
 10 called preferred lenders where the boards have  
 11 adopted the rules and regulations required by  
 12 the US Treasury, but we think our coverage is  
 13 around 50 percent of the state right now in 32  
 14 parishes, although we still have an aggressive  
 15 effort to enter more banks into these programs,  
 16 and also to launch the venture capital and C  
 17 funding that is now made available through this  
 18 important program.  
 19 Over and with our office of International  
 20 Commerce, they have spent the last few months  
 21 holding stakeholders meeting and workshops, and  
 22 were able to develop a comprehensive  
 23 development plans which was adopted by the  
 24 Louisiana Board of International Commerce. On  
 25 October 19th we will be posting that on our

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1 website and making that available in  
 2 distribution.  
 3 Monday we were notified by the EEA of the  
 4 Phase I award for the development of a wind  
 5 energy hub here in Louisiana. This opens the  
 6 door to compete for a Phase II award which  
 7 could have some significant funding available  
 8 for us as a state and to develop this new  
 9 technology and growing industry here in  
 10 America. We will provide for you some more  
 11 information on that as it develops.  
 12 Also, relative to our military activities,  
 13 we are continuing to pay close attention to the  
 14 important role Department of Defense  
 15 installations play in Louisiana, but really, on  
 16 the 16th of November we will be in Vernon  
 17 Parish cutting the ribbon on one of our five  
 18 technology centers that we helped establish on  
 19 those public school campuses in Vernon Parish.  
 20 Those are Fort Johnson, formerly Fort Polk.  
 21 With about a 7.5 million dollar investment from  
 22 the Department of Defense, we were able to  
 23 build technology centers on two -- campuses,  
 24 two middle-school campuses and one high school  
 25 campus, and those are locations where students

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1 can gather for information, instruction. They  
 2 have a full compliment of wifi and other  
 3 technology to enable the opportunities for  
 4 those students. Really an exciting enhancement  
 5 for Vernon Parish in keeping Port Johnson  
 6 strong. Obviously it is very important to us.  
 7 It highlights both the EEA awards and the  
 8 seven-and-a-half million dollars that we  
 9 secured by the Department of Defense, the  
 10 active effort that the Department takes to  
 11 secure external funding from virtually the  
 12 Federal government for a lot of different  
 13 programs. That was not always available, so it  
 14 has been a new and evolving initiative in the  
 15 Department and we will show you some of the  
 16 success that we have had, and not only in the  
 17 year of 2023, but a recapture of some recent  
 18 information relative to those successes, and a  
 19 number of others with our annual report, which  
 20 I hope we will be able to present to you in our  
 21 next meeting.  
 22 So, that concludes my report, unless there  
 23 are some questions or topics people would like  
 24 to discuss.  
 25 MR. JONES: Any questions for the

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1 secretary? Hearing none, thank you very much.  
 2 Ladies and gentlemen, that brings us to  
 3 the end of our agenda. I would remind the  
 4 Board that our December meeting is a little bit  
 5 earlier in the month than is normal, but I hope  
 6 it is on your calendar. We have some important  
 7 matters coming up that day, and to let you know  
 8 that it may very well be the last meeting of  
 9 this Board as precedent constitutes, because  
 10 with the new governor, Governor Elect Landry  
 11 will have the opportunity to make appointments  
 12 to this Board, and so, December may be our last  
 13 time together as a group. So, I urge you to be  
 14 here and let's celebrate December at our last  
 15 meeting.  
 16 Anything else? Being none. Motion to  
 17 adjourn. All in favor say aye. (Complies.)  
 18 We are done. Thank you.  
 19 (Whereupon, the hearing was concluded.)  
 20  
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1  
 2  
 3 REPORTER'S CERTIFICATE  
 4 I, Kristine M. Ferachi, Certified Court  
 5 Reporter, Certificate Number 87173, in and for the  
 6 State of Louisiana, as the officer before whom this  
 7 proceeding was taken, do hereby certify that this  
 8 proceeding set forth in the foregoing 77 pages was  
 9 taken on October 25, 2023; that this proceeding was  
 10 reported by me in stenographic machine shorthand,  
 11 was prepared and transcribed by me or under my  
 12 personal direction and supervision, and is a true  
 13 and correct transcript to the best of my ability and  
 14 understanding; that the transcript has been prepared  
 15 in compliance with transcript format guidelines  
 16 required by statute or by the rules of the board,  
 17 and that I am informed about the complete  
 18 arrangement, financial or otherwise, with the  
 19 person or entity making arrangements for deposition  
 20 services; that I have acted in compliance with the  
 21 prohibition on contractual relationships, as defined  
 22 by Louisiana Code of Procedure Article 1434 and in  
 23 the rules and advisory opinions of the board; that I  
 24 have no actual knowledge of any prohibited  
 25 employment or contractual relationship, direct or

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1 indirect, between a court reporting firm and any  
 2 party litigant in this matter, nor is there any such  
 3 relationship between myself and a party litigant in  
 4 this matter; that I am not related to counsel or to  
 5 the parties herein, nor am I otherwise interested in  
 6 the outcome of this matter.  
 7 This certification is valid only for a  
 8 transcript accompanied by my original signature and  
 9 original required seal on this page.  
 10 Signed: November 10, 2023  
 11  
 12  
 13  
 14 \_\_\_\_\_  
 15 Kristine M. Ferachi, CCR #87173  
 16  
 17  
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 20  
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 23  
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[cameron - coincide]

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[floor - group]

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**[jobs - light]**

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[lincoln - making]

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[malfunction - monroe]

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[nwpid - parish]

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[parish - place]

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[plan - project]

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[projected - rectified]

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[recycling - river]

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[river - shorthand]

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[show - stick]

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[stipulated - thank]

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[thank - unanimous]

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