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STATE OF LOUISIANA  
BOARD OF COMMERCE & INDUSTRY  
BEING HELD ON WEDNESDAY, OCTOBER 23, 2024  
AT THE LASALLE BUILDING  
617 North Third Street, FLOOR 1, LABELLE ROOM  
Baton Rouge, Louisiana

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

\*\*\*\*\*  
COURT REPORTERS OF LOUISIANA - A VERITEXT COMPANY  
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1	I N D E X		1 APPEARANCES CONTINUED:
2		PAGE	2 RIDGE MIGUEZ
3	CAPTION	1	3 HAROLD J. CALLAIS, II (ABSENT)
4	APPEARANCES	3-5	4 STAFF MEMBERS PRESENT:
5	PROCEEDINGS	6	5 ROBIN PORTER
6	REPORTER'S CERTIFICATE	145	6 DEBORAH SIMMONS
7			7 FRANK FAVALORO
8			8 KRISTIN CHENG JOHNSON
9			9 HUD USIE
10			10 TRAVIS ROSENBERG
11			11 JOYCE METOYER
12			12 STEPHANIE LE GRANGE
13			13 TEDRA CHEATHAM
14			14 JOLEASIA CAMPBELL
15			15 EMMA WAGNER
16			16 SPEAKERS FROM THE PUBLIC:
17			17 DAVID NGO, DIRECTOR OF PROPERTY TAX, AIR LIQUIDE
18			18 ADVANCED TECHNOLOGIES U.S., LLC
19			19 GUS FONTENOT, DIRECTOR OF SPECIAL PROJECTS, SWLA
20			20 ECONOMIC DEVELOPMENT ALLIANCE, AIR LIQUIDE
21			21 ADVANCED TECHNOLOGIES U.S., LLC
22			22 WILLIAM SHOCKEY, SHOCKEY & ASSOCIATES, COUNSEL FOR
23			23 KEROTEST MANUFACTURING, CORP.
24			24 JENNA FISHER, PURCHASING MANAGER, FISHER
25			25 MANUFACTURING SERVICES, LLC
		Page 2	Page 4
1	APPEARANCES:		1 APPEARANCES CONTINUED:
2	BOARD MEMBERS PRESENT:		2 CHAD FOSTER, PRESIDENT GATOR MILLWORKS, INC.
3	CHAIRMAN JERALD JONES		3 BILLY TAYLOR, LIVINGSTON PARISH COUNCIL, DISTRICT 3
4	REPRESENTATIVE DARYL A. DESHOTEL (ABSENT)		4 RICKY GOFF, LIVINGSTON PARISH COUNCIL, DISTRICT 7
5	STUART A. MOSS		5 RUSSELL TWILLEY, GENERAL MANAGER, KIBBERIA FOODS,
6	KYLE RUCKERT, DESIGNEE FOR GOVERNOR		6 FOR KITCHEN MAJGEK, LLC - REN'S KITCHEN
7	ANNE VILLA, DESIGNEE FOR SECRETARY SUSAN BONNETT		7 CLAY HARGETT, SALES MANAGER, GLAZ-TECH INDUSTRIES,
8	BOURGEOIS		8 FORMERLY TOMAKK GLASS PARTNERS
9	CHARLES "ROBBY" MILLER		9 ROBERT SMITH, GENERAL MANAGER, TRI-STATE INDUSTRIES
10	MICHAEL J. TANNER		10 OF LOUISIANA, LLC
11	LETICIA A. "LETTI" LOWE-ARDOIN, (ABSENT)		11
12	MAYOR DAVID H. TOUPS		12
13	NAHEEM "GEORGE" NASSAR, JR.		13
14	VINCENT ST. BLANC		14
15	REPRESENTATIVE JULIE EMERSON		15
16	BARRY M. MELE		16
17	DAVID B. DOSS		17
18	SENATOR FRANKLIN FOIL		18 REPORTED BY:
19	RONALD W. REMEDIES		19 KELLY S. PERRIN, CERTIFIED COURT REPORTER
20	KYLE P. POLOZOLA		20
21	DAVID M. AMOSS		21
22	SCOTT A. NIEMEYER		22
23	SENATOR BETH MIZELL		23
24	ERWIN G. THOMPSON, III		24
25	WESLEY BLAKE WHEELIS		25
		Page 3	Page 5

<p>1 PROCEEDINGS 2 CHAIRMAN JONES: 3 Good morning. It's good to see everyone 4 this morning. Welcome to the Board of 5 Commerce and Industry, Wednesday, October 23. 6 It's 9:30. It's good for me to be back. I 7 missed last month's meeting or the last 8 meeting. And I heard Mr. Miller did an 9 admiral job to the point that I had several 10 members ask me to not to come back, but sorry, 11 the pay is so good, I couldn't avoid coming 12 back. 13 But at any rate, the meeting is called to 14 order. Ms. Simmons, would you call the roll 15 and make sure we have a quorum? 16 MS. SIMMONS: 17 Good morning, everyone. 18 Stuart Moss? 19 MR. MOSS: 20 Here. 21 MS. SIMMONS: 22 Mayor David Toups? 23 MAYOR TOUPS: 24 Here. 25 MS. SIMMONS:</p> <p style="text-align: right;">Page 6</p>	<p>1 (No response.) 2 MS. SIMMONS: 3 Kyle Polozola? 4 MR. POLOZOLA: 5 Here. 6 MS. SIMMONS: 7 Jerald Jones? 8 CHAIRMAN JONES: 9 Present. 10 MS. SIMMONS: 11 Ronald Remedies? 12 MR. REMEDIES: 13 Here. 14 MS. SIMMONS: 15 Senator Beth Mizell? 16 SENATOR MIZELL: 17 Here. 18 MS. SIMMONS: 19 Representative Julie Emerson? 20 (No response.) 21 Michael Tanner? 22 MR. TANNER: 23 Here. 24 MS. SIMMONS: 25 Anne Villa for Secretary Susan Bourgeois?</p> <p style="text-align: right;">Page 8</p>
<p>1 David Amoss? 2 MR. AMOSS: 3 Present. 4 MS. SIMMONS: 5 John Austin? 6 (No response.) 7 MS. SIMMONS: 8 David Doss? 9 MR. DOSS: 10 Here. 11 MS. SIMMONS: 12 Barry Mele? 13 MR. MELE: 14 Here. 15 MS. SIMMONS: 16 Scott Niemeyer? 17 (No response.) 18 MS. SIMMONS: 19 Representative Vincent St. Blanc, proxy 20 for Daryl Deshotel? 21 REPRESENTATIVE ST. BLANC: 22 Here. 23 MS. SIMMONS: 24 Thank you. 25 Senator Franklin Foil?</p> <p style="text-align: right;">Page 7</p>	<p>1 MS. VILLA: 2 Here. 3 MS. SIMMONS: 4 George Nassar? 5 MR. NASSAR: 6 Here. 7 MS. SIMMONS: 8 Erwin Thompson? 9 MR. THOMPSON: 10 Here. 11 MS. SIMMONS: 12 Harold Callais? 13 (No response.) 14 MS. SIMMONS: 15 Ridge Miguez? 16 (No response.) 17 MS. SIMMONS: 18 Wesley Wheelis? 19 MR. WHEELIS: 20 Here. 21 MS. SIMMONS: 22 Lettie Ardoin? 23 (No response.) 24 MS. SIMMONS: 25 Robby Miller?</p> <p style="text-align: right;">Page 9</p>

1 (No response.)  
2 MS. SIMMONS:  
3 Kyle Ruckert?  
4 MR. RUCKERT:  
5 Here.  
6 MS. SIMMONS:  
7 We have a quorum.  
8 CHAIRMAN JONES:  
9 Thank you, ma'am. I believe everyone has  
10 had an opportunity -- has received the minutes  
11 from the last meeting and an opportunity to  
12 review, I trust. And I would at this time  
13 entertain a motion to approve those minutes.  
14 I have motion from Mr. Moss. Do I have a  
15 second?  
16 MR. MELE:  
17 Second.  
18 CHAIRMAN JONES:  
19 Second from Mr. Mele. Any questions or  
20 comments from the Board?  
21 Hearing none, any comments from the  
22 public?  
23 There being none, all in favor, say aye.  
24 ALL:  
25 Aye.

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1 A motion from Mr. Moss. Second from Mr.  
2 Remedies. Any questions or comments from the  
3 Board?  
4 Hearing none, any comments from the  
5 public?  
6 There being none, all in favor, say aye.  
7 ALL:  
8 Aye.  
9 CHAIRMAN JONES:  
10 Any opposition?  
11 There is none, the motion carries.  
12 MR. FAVALORO:  
13 We have one Quality Jobs renewal  
14 application: 20170648, Bunge Loders Croklaan  
15 USA, LLC in Jefferson Parish. That concludes  
16 the renewals.  
17 CHAIRMAN JONES:  
18 Okay. Do we have a motion? Motion to  
19 approve, Mizell. Second from Mr. Nassar. Any  
20 questions or comments from the Board?  
21 Hearing none, any comments from the  
22 public?  
23 There being none, all in favor, say aye.  
24 ALL:  
25 Aye.

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1 CHAIRMAN JONES:  
2 Any opposition?  
3 There is none, the motion carries.  
4 Quality Jobs Program, and I understand  
5 Ms. Adegbe is out and Mr. Favaloro is taking  
6 her place.  
7 MR. FAVALORO:  
8 Yes, sir.  
9 CHAIRMAN JONES:  
10 Thank you.  
11 MR. FAVALORO:  
12 Yes, sir.  
13 CHAIRMAN JONES:  
14 Good luck to you, sir.  
15 MR. FAVALORO:  
16 There are four new Quality Jobs  
17 applications: 200220302, Bienville Lumber  
18 Company, LLC in Bienville; 20220397, Crying  
19 Eagle Brewing Company LLC in Calcasieu;  
20 20220045, Greenberry Industrial, LLC in  
21 Jefferson Davis; and 20220356, Westlake  
22 Management Services, Inc. in Ascension. That  
23 concludes the applications.  
24 CHAIRMAN JONES:  
25 I'll entertain a motion to approve these.

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1 CHAIRMAN JONES:  
2 Any opposition?  
3 There is none, the motion carries.  
4 MR. FAVALORO:  
5 We have three requests for full transfer  
6 of ownership to new company: 20210454, 1,4  
7 Group, Inc. to Skyfall Biologicals, LLC in  
8 Ascension; 20210571, Tellurian Services, LLC  
9 to Driftwood Asset Services, LLC in Calcasieu;  
10 and 20140903, Vantage Health Plan, Inc. and  
11 Affinity Health Group, LLC to Louisiana Health  
12 Service & Indemnity Company in Ouachita. That  
13 concludes the transfer of ownerships.  
14 MR. POLOZOLA:  
15 Mr. Chairman?  
16 CHAIRMAN JONES:  
17 Yes?  
18 MR. POLOZOLA:  
19 I need to recuse myself from the matter  
20 of Tellurian Services and Vantage Health Plan,  
21 Inc.  
22 CHAIRMAN JONES:  
23 All right. So Mr. Polozola will be  
24 recusing. He will not be participating in the  
25 discussion or the vote on those matters.

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1 Do we have a motion to approve? A  
2 motion, I'm sorry, from Mr. Ruckert. Second  
3 from Mr. Miller. Any questions or comments  
4 from the Board?  
5 Hearing none, any comments from the  
6 public?  
7 There being none, all in favor, say aye.  
8 ALL:  
9 Aye.  
10 CHAIRMAN JONES:  
11 Any opposition?  
12 There is none, the motion carries.  
13 MR. FAVALORO:  
14 Lastly, we have a request to add  
15 affiliates or LLC members to Schedule 1 of the  
16 following contract: 20220048, RNGD Prefab,  
17 LLC, adding 1001 McDermott, LLC, RNGD, LLC  
18 formerly known as Palmisano, LLC in Jefferson.  
19 CHAIRMAN JONES:  
20 All right. Do we have a motion? Motion  
21 from Mr. Nassar. Second from Mr. Polozola.  
22 Any questions or comments from the Board?  
23 Hearing none, any comments from the  
24 public?  
25 There being none, all in favor say aye.

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1 There is none. Any comments from the  
2 public?  
3 Hearing none, all in favor, say aye.  
4 ALL:  
5 Aye.  
6 CHAIRMAN JONES:  
7 Any opposition?  
8 There being none, the motion carries.  
9 MR. ROSENBERG:  
10 There is one renewal application:  
11 20151972 for Arendale Oaks Apartments, LLC in  
12 East Baton Rouge Parish.  
13 CHAIRMAN JONES:  
14 We have a motion on this renewal? We  
15 have a motion? A motion from Mr. Moss. A  
16 second from Mr. Nassar.  
17 Any questions or comments from the Board?  
18 Hearing none, any comments from the  
19 public?  
20 There being none, all in favor, say aye.  
21 ALL:  
22 Aye.  
23 CHAIRMAN JONES:  
24 Any opposition?  
25 There is none, the motion carries.

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1 ALL:  
2 Aye.  
3 CHAIRMAN JONES:  
4 Any opposition?  
5 There is none, the motion carries.  
6 MR. FAVALORO:  
7 That concludes Quality Jobs.  
8 CHAIRMAN JONES:  
9 Thank you, Mr. Favaloro. Good morning,  
10 Mr. Rosenberg. Restoration Abatement Program,  
11 please.  
12 MR. ROSENBERG:  
13 There are six new applications: 20230193  
14 for Bayou Courtableau Investments, LLC in St.  
15 Landry Parish; 20200075, 20200139, 20200140,  
16 and 20200141 all for Echo Development Ruston,  
17 LLC in Lincoln Parish; and 20220545 for Lisa  
18 Keiffer, LLC in St. Tammany Parish.  
19 CHAIRMAN JONES:  
20 These -- all applications have already  
21 been approved by the local government. Any  
22 motion on this? Do I have motion to approve?  
23 A motion from Mr. Doss. A second from  
24 Mr. Polozola. Any questions or comments from  
25 the Board?

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1 MR. ROSENBERG:  
2 That concludes the RTA agenda.  
3 CHAIRMAN JONES:  
4 Thank you, Mr. Rosenberg. Good morning,  
5 Ms. Metoyer.  
6 MS. METOYER:  
7 Good morning. There are six new  
8 applications for EZ: 20161062, 501EFA Hotel,  
9 LLC, Orleans Parish; 20210460, Benny's Car  
10 Wash, LLC, Ascension Parish; 20210357, Hunt  
11 Forest Products, LLC, Grant Parish; 20210098,  
12 Jackson Hardwood, LLC, East Feliciana Parish;  
13 20210190, Opulence Krishna Hospitality, LLC,  
14 Calcasieu Parish; and 20190341, Placid  
15 Refining Company, LLC, West Baton Rouge  
16 Parish.  
17 CHAIRMAN JONES:  
18 Before I ask for a motion, I just want to  
19 note for the Board that we have two of these  
20 projects that are basically taking advantage  
21 of the Enterprise Zone Amendments to the Act  
22 that were enacted by the Legislature during  
23 the COVID pandemic, basically allowing some  
24 hotels to take advantage. Normally, hotels  
25 would not be able to take advantage of the

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1 Enterprise Zone, excuse me.  
2 MS. METOYER:  
3 Okay. 20161062, 501EFA Hotel, LLC --  
4 CHAIRMAN JONES:  
5 Yeah.  
6 MS. METOYER:  
7 -- that advance was filed while hotels  
8 were allowed --  
9 CHAIRMAN JONES:  
10 Okay.  
11 MS. METOYER:  
12 -- under Act 423, but Act 18 ended that  
13 on 4/1/16. This advance was filed 3/31 of  
14 '16.  
15 CHAIRMAN JONES:  
16 Got it. Thank you for that  
17 clarification.  
18 MS. METOYER:  
19 The other one, Opulence Krishna  
20 Hospitality, that advance was filed between  
21 July 1, '20 and 12/31/21.  
22 CHAIRMAN JONES:  
23 Okay.  
24 MS. METOYER:  
25 Yes.

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1 CHAIRMAN JONES:  
2 Good. Thank you for that. That helps  
3 us. I just want to be sure, because sometimes  
4 there's confusion on that sort of thing on why  
5 did they get to and I didn't, so I wanted to  
6 make sure you understood what was going on  
7 here.  
8 All right. Do I have a motion?  
9 MR. POLOZOLA:  
10 Mr. Chairman, I just need to recuse  
11 myself from the Benny's Car Wash and Placid  
12 Refining Company.  
13 CHAIRMAN JONES:  
14 Okay. Mr. Polozola will be recusing  
15 himself from the Benny's Car Wash matter. A  
16 motion from Mayor Toups --  
17 MR. MIGUEZ:  
18 Excuse me, Mr. Chairman. I'm sorry. I  
19 need to recuse myself from Placid Refinery.  
20 CHAIRMAN JONES:  
21 Great. I got it. Okay. Now, now can I  
22 have a motion or does the whole Board need to  
23 recuse themselves? Can I get a motion? And a  
24 second from Senator Mizell.  
25 All right. Any questions or comment from

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1 the Board?  
2 Hearing none, any comments from the  
3 public?  
4 Hearing none, all in favor, say aye.  
5 ALL:  
6 Aye.  
7 CHAIRMAN JONES:  
8 Any opposition?  
9 There is none, the motion carries.  
10 All right. And for the record, that was  
11 Mr. Miguez who recused himself. I'm sorry, I  
12 didn't make that clear.  
13 Next?  
14 MS. METOYER:  
15 We have three Terminations. In  
16 accordance with Section 717.D of the EZ  
17 Program rules, a business may substitute -- or  
18 submit a request to terminate their Enterprise  
19 Zone contract if, one, the contracts have been  
20 in effect for at least 30 months and the  
21 business has met all the requirements of the  
22 program, which includes timely filing of all  
23 program forms, documents, and appropriate  
24 fees.  
25 The following contracts were previously

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1 approved by the Board of Commerce and Industry  
2 and the contract holders listed below have  
3 submitted a request to terminate their EZ  
4 contracts. The Contractee understands Board  
5 decision is final and contracts cannot be  
6 reinstated or reactivated:  
7 20180442, Exxon Mobile Corp., East Baton  
8 Rouge Parish, the existing contract is 11/1/18  
9 to 10/31/23. The requested term date is  
10 April 30, 2021; 20190168, Fabricated Steel  
11 Products, East Baton Rouge Parish, the  
12 existing contract is May 9, 2019 to May 8,  
13 2024. The requested term date is 5/8/2023;  
14 and 20190514, Associated Grocers,  
15 Incorporated, East Baton Rouge Parish, the  
16 existing contract is 1/1/20 to 12/31/24. And  
17 the requested term date is June 30, 2022.  
18 CHAIRMAN JONES:  
19 Do we have a motion concerning these  
20 Terminations?  
21 MR. POLOZOLA:  
22 Mr. Chairman, I need to recuse myself  
23 from the matters involving Exxon Mobile and  
24 Associated Grocers.  
25 CHAIRMAN JONES:

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1 Mr. Polozola is so recusing himself.  
 2 Do we have a motion?  
 3 MR. DOSS:  
 4 So moved.  
 5 CHAIRMAN JONES:  
 6 Okay. A motion from Mr. Doss. Second  
 7 from Senator Mizell. Any questions or  
 8 comments from the Board?  
 9 Any comments from the public?  
 10 Hearing none, all in favor, say aye.  
 11 ALL:  
 12 Aye.  
 13 CHAIRMAN JONES:  
 14 Any opposition?  
 15 There is none, the motion carries.  
 16 MS. METOYER:  
 17 That concludes EZ.  
 18 CHAIRMAN JONES:  
 19 Thank you, ma'am.  
 20 Ms. Johnson, Mr. Usie, it's good to see  
 21 you this morning.  
 22 MS. JOHNSON:  
 23 Good morning.  
 24 CHAIRMAN JONES:  
 25 I got your name right, Ms. Johnson.

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1 MS. JOHNSON:  
 2 Thank you.  
 3 CHAIRMAN JONES:  
 4 Welcome.  
 5 MR. USIE:  
 6 We have seven applications following the  
 7 Post-EO 2018 ITEP Rules:  
 8 20230090-A, Cyber Square, LLC, Bossier  
 9 Parish; 20180148-E, Flopam, Inc., Iberville  
 10 Parish; 20210538-A, Louisiana Sugar Refining,  
 11 LLC, St. James Parish; 20230253, McIlhenny  
 12 Company, Iberia Parish; 20220128, Noble  
 13 Plastics, LLC, St. Landry Parish; 20220100,  
 14 Packaging Corporation of America, Beauregard  
 15 Parish; and 20230161, Plastipak Packaging,  
 16 Inc. in Rapides Parish.  
 17 CHAIRMAN JONES:  
 18 All right. Do we have a motion on these?  
 19 Mr. Nassar. Second is Senator St. Blanc or  
 20 Representative St. Blanc or to motion, one.  
 21 We have a motion and a second.  
 22 Any comments or questions from the Board?  
 23 Hearing none, any comments from the  
 24 public?  
 25 There being none, all in favor, say aye.

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1 ALL:  
 2 Aye.  
 3 CHAIRMAN JONES:  
 4 Any opposition?  
 5 There is none, the motion carries.  
 6 MR. USIE:  
 7 Next, we have four new applications  
 8 following the Post-EO 2024 Emergency Rules:  
 9 20240376, Exxon Mobile Corporation, East Baton  
 10 Rouge Parish; 20240355, Flopam, Inc.,  
 11 Iberville Parish; 20240178, Marathon Petroleum  
 12 Company, LP, St. John the Baptist Parish; and  
 13 20240175, Metal Fab Guys, LLC, Livingston  
 14 Parish.  
 15 CHAIRMAN JONES:  
 16 Do we have a motion?  
 17 MR. POLOZOLA:  
 18 Mr. Chairman, I need to recuse myself  
 19 from Exxon Mobile and Marathon Petroleum  
 20 matters, please.  
 21 CHAIRMAN JONES:  
 22 Yes, sir. All right. Any other  
 23 recusals?  
 24 All right. Do we have a motion to  
 25 approve? I have a motion from Mr. Wheelis.

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1 Thank you. Forgive me. Second from Mr.  
 2 Ruckert. Any questions or comments from the  
 3 Board?  
 4 Hearing none, any comments from the  
 5 public?  
 6 Hearing none, all in favor, say aye.  
 7 ALL:  
 8 Aye.  
 9 CHAIRMAN JONES:  
 10 Any opposition?  
 11 There is none, the motion carries.  
 12 MR. USIE:  
 13 Next, we have four Pre-Executive Order  
 14 timely renewals: 20152046, BASF Corporation,  
 15 Ascension Parish; 20141117-B Koch Methanol,  
 16 St. James, LLC, St. James Parish; 20141610-A,  
 17 Marathon Petroleum Company, LP, St. John the  
 18 Baptist Parish; and 20161492-A, Pod Pack  
 19 International, LLC, East Baton Rouge Parish.  
 20 CHAIRMAN JONES:  
 21 Mr. Polozola?  
 22 MR. POLOZOLA:  
 23 I need to recuse myself from the BASF,  
 24 Koch Methanol, and Marathon Petroleum matters,  
 25 please.

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1 CHAIRMAN JONES:  
2 Okay. Mr. Polozola will be recusing  
3 himself and I also will be recusing myself  
4 from the Koch Methanol project as well.  
5 All right. Any motion from the Board to  
6 approve these renewals? I have a motion from  
7 Senator Mizell, second from Representative St.  
8 Blanc. Any questions or comments from the  
9 Board?  
10 There is none, any comments from the  
11 public?  
12 Hearing none, all in favor, say aye.  
13 ALL:  
14 Aye.  
15 CHAIRMAN JONES:  
16 Any opposition?  
17 There is none, the motion carries.  
18 MR. USIE:  
19 Next, we have one late renewal following  
20 the Post-Executive Order 2017 Rules:  
21 20170234, Talon Industrial, LLC in Ascension  
22 Parish. Initial contract expiration date,  
23 12/31/2022. Late renewal request date,  
24 August 27, 2024.  
25 CHAIRMAN JONES:

1 Do we have someone here from Talon  
2 Industrial? Okay. This one is going to be a  
3 little bit interesting. Just to kind of put  
4 some context for everyone, the 2017 rules are  
5 a little bit different in that they basically  
6 provide for a five-year initial term and then  
7 a three-year renewal term. What makes that  
8 interesting from this perspective, if you will  
9 note that their contract expired in 12/31/22,  
10 and they did not file a renewal until 8/27/24.  
11 That would mean that we are probably looking  
12 at a two-year penalty, which essentially would  
13 wipe out their renewal penalty -- I mean their  
14 renewal all together. I was hoping --  
15 MS. JOHNSON:  
16 No, there will still be one year.  
17 CHAIRMAN JONES:  
18 There would still be one year left?  
19 MS. JOHNSON:  
20 Yes.  
21 CHAIRMAN JONES:  
22 Okay. So there will be one year left on  
23 the renewal, so I wanted everybody to  
24 understand the consequences. I was hoping  
25 Talon would be here to explain what happened,

1 but they're not, so we have to go with what we  
2 know. Again, the normal course here is a  
3 one-year penalty for this -- a one-year  
4 penalty for this, and this would be two years  
5 late, so it will be a two-year penalty is  
6 what's normal.  
7 MS. JOHNSON:  
8 I also want to add for the record that  
9 since Mauser, who they share the Exhibit A  
10 with in this contract, the manufacturer --  
11 CHAIRMAN JONES:  
12 Right.  
13 MS. JOHNSON:  
14 -- on the site, they were noncompliant --  
15 CHAIRMAN JONES:  
16 Right.  
17 MS. JOHNSON:  
18 -- and Ascension Parish locals penalized  
19 them a loss of 11 percent in the last year of  
20 their exemption. So this one-year renewal  
21 would be 11 percent less than 80 percent. So  
22 it would be a 69 percent exemption.  
23 MR. MELE:  
24 Who penalized who?  
25 MS. JOHNSON:

1 So Mauser USA is the manufacturer and  
2 Talon is the real estate company that owns the  
3 building and they share the job and payroll  
4 requirements. And since Mauser was  
5 noncompliant, the Ascension Parish locals  
6 recommended the loss of 11 percent of  
7 exemption in the last year of the contract,  
8 and that's for both Mauser and for Talon. And  
9 that was approved by the Board of Commerce and  
10 Industry whenever that noncompliance matter  
11 came up before y'all.  
12 So if this is renewed, that would be the  
13 last year of Talon's contract. So it would be  
14 reduced by 11 percent.  
15 CHAIRMAN JONES:  
16 So let me -- let me -- because this can  
17 get really confusing really quick. It's not  
18 unusual for a project to have -- I mean,  
19 you've got land and you've got the facilities  
20 that sit on the land, both pay ad valorem  
21 taxes. It's not unusual for a project to  
22 either lease property from a landowner or have  
23 it owned by a separate affiliate or something  
24 like that. So what happens in these  
25 situations, you essentially have -- I mean,



1 the landowner is, obviously, not -- there's no  
 2 jobs, there's no payroll involved with owning  
 3 the land. All the jobs and payroll are tied  
 4 to the folks that are operating the asset on  
 5 the land, but both of them have the benefit of  
 6 ITEP.  
 7 However, both of them are also -- the  
 8 landowner is going to be responsible for the  
 9 same jobs and payroll, even though they have  
 10 no control of it, but their lessee, if you  
 11 will, is responsible for maintaining jobs and  
 12 payroll. And when they don't, both of them  
 13 get penalized.  
 14 MS. JOHNSON:  
 15 Mr. Chairman, can I make one point of  
 16 clarification?  
 17 CHAIRMAN JONES:  
 18 You want to correct me? Go right ahead.  
 19 MS. JOHNSON:  
 20 The land is not eligible, so it's the  
 21 building owner.  
 22 CHAIRMAN JONES:  
 23 Thank you. I know, I use that word very  
 24 loosely, I apologize. And that is an absolute  
 25 correct correction, so I won't hold that

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1 against you, Ms. Cheng -- Johnson.  
 2 MS. JOHNSON:  
 3 I mean I can't get it right.  
 4 CHAIRMAN JONES:  
 5 Correct me in public again -- no. So I  
 6 think you see the point though. What we have  
 7 here is Talon as the building owner is being  
 8 and has not filed as they should have and  
 9 they're also being penalized for their lessee,  
 10 if you will, not handling things the way they  
 11 should have. But at the end of the day, the  
 12 net effect here, if we can approve this  
 13 renewal or we can deny the renewal. But if we  
 14 do approve the renewal with penalty, it would  
 15 essentially be a two-year penalty.  
 16 MS. JOHNSON:  
 17 And Mauser did renew timely. These are  
 18 separate contracts. Even though they share  
 19 job and payroll requirements, Mauser did renew  
 20 timely, so they did get their full three year.  
 21 CHAIRMAN JONES:  
 22 Right. Right.  
 23 MR. MELE:  
 24 And what -- is there any explanation as  
 25 to why they were noncompliant in any of the

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1 recent years?  
 2 CHAIRMAN JONES:  
 3 All those issues were handled as they  
 4 came up, so I don't have the details, but they  
 5 were handled in previous years. When those  
 6 noncompliances came up, they were handled by  
 7 the Board at that time. So those issues that  
 8 when paid whatever penalty or not that the  
 9 Board thought appropriate at the time.  
 10 MR. MELE:  
 11 What is the penalty?  
 12 CHAIRMAN JONES:  
 13 The penalty would be a one year --  
 14 MS. JOHNSON:  
 15 So the penalties, you know, you get a  
 16 recommendation from the local governmental  
 17 entities and they're presented it to the Board  
 18 of Commerce and Industry. For the first three  
 19 years of noncompliance, there was no penalty  
 20 because the Board and the locals said they  
 21 didn't want to penalize. Their recommendation  
 22 for penalty for the fourth year of  
 23 noncompliance was the reduction of 11 percent  
 24 of exemption on the last year of their  
 25 contract, whenever that may be.

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1 So if they had timely filed, that would  
 2 have been year eight of the contract or year  
 3 three of the renewal contract, I'm sorry. But  
 4 since this, if y'all assess the penalty of two  
 5 years on this three-year renewal, year -- the  
 6 first year of the renewal would be the only  
 7 year of renewal and it would be reduced by  
 8 11 percent from the 80 percent that they would  
 9 have been granted.  
 10 MR. MELE:  
 11 Thank you.  
 12 MS. JOHNSON:  
 13 You're welcome.  
 14 CHAIRMAN JONES:  
 15 Very good.  
 16 MR. REMEDIES:  
 17 Mr. Chairman?  
 18 CHAIRMAN JONES:  
 19 Yes, Mr. Remedies?  
 20 MR. REMEDIES:  
 21 During those other two years, they've  
 22 already received the benefits? They've  
 23 already received the tax reductions?  
 24 MS. JOHNSON:  
 25 No. So this is a property exemption,

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1 those are just for future.  
 2 MR. REMEDIES:  
 3 Okay.  
 4 MS. JOHNSON:  
 5 That would be this year and next year.  
 6 So, actually, 2023 would have been their last  
 7 year of exemption.  
 8 CHAIRMAN JONES:  
 9 Under the initial term.  
 10 MS. JOHNSON:  
 11 Under the -- well, no, under the renewal  
 12 should y'all renewal it. So but we did  
 13 check -- the Assessor did confirm that they  
 14 had not been added to the rolls and they had  
 15 not been taxed, but they will if y'all renew  
 16 and have to go back.  
 17 MR. REMEDIES:  
 18 Yes, that was my question. If we voted,  
 19 would they be assessed taxes for the previous  
 20 two years?  
 21 CHAIRMAN JONES:  
 22 Yes, they will.  
 23 MS. JOHNSON:  
 24 Well, just for -- well, the penalty would  
 25 be for 2024 and 2025, what y'all are

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1 Assessor's Office, but they would have to  
 2 submit a change order, yes.  
 3 MR. REMEDIES:  
 4 All right. So that would be the only  
 5 thing they would be subject to in the past, so  
 6 they just wouldn't have anything moving  
 7 forward.  
 8 MS. JOHNSON:  
 9 Well, they would be taxed fully.  
 10 MR. REMEDIES:  
 11 Just normally, just like they would get a  
 12 normal assessment at full evaluation --  
 13 MS. JOHNSON:  
 14 Right.  
 15 MR. REMEDIES:  
 16 -- for this year and moving forward.  
 17 MS. JOHNSON:  
 18 Yes.  
 19 MR. REMEDIES:  
 20 Okay. I'm just a little concerned --  
 21 CHAIRMAN JONES:  
 22 No, absolutely.  
 23 MR. REMEDIES:  
 24 -- on penalties for previous years and  
 25 setting a precedence for that.

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1 considering right now. So they would be taxed  
 2 for 2024 and 2025. 2023 is the only one-year  
 3 renewal that they would receive, and that  
 4 would be reduced to 69 percent of exemption.  
 5 And that's -- that's the -- an Assessor  
 6 question, but I think they would have to  
 7 submit a change order.  
 8 MR. REMEDIES:  
 9 So that would be a change order of 11  
 10 percent?  
 11 MS. JOHNSON:  
 12 A reduction of 11 percent, so it would be  
 13 a 69 percent exemption.  
 14 CHAIRMAN JONES:  
 15 Instead of 80 percent.  
 16 MR. REMEDIES:  
 17 But that was for last year, right?  
 18 MS. JOHNSON:  
 19 2023. So right now, they did receive an  
 20 80 percent exemption.  
 21 MR. REMEDIES:  
 22 So they would be assessed a bill for  
 23 11 percent if they did not.  
 24 MS. JOHNSON:  
 25 Not exactly sure how that works with the

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1 CHAIRMAN JONES:  
 2 No. Thank you. A good question.  
 3 Mr. Mele?  
 4 MR. MELE:  
 5 Without there being representation here,  
 6 is it a fair assumption for the Board to make  
 7 it that they are aware of this; and since  
 8 they've been penalized once before, that they  
 9 have come to the conclusion that they can  
 10 afford the penalty?  
 11 MS. JOHNSON:  
 12 I did communicate with them the time and  
 13 date and location of this meeting and they  
 14 didn't sound like they would be here, so I'm  
 15 not sure.  
 16 CHAIRMAN JONES:  
 17 I hesitate to speculate as to why they  
 18 chose not to be here, but it's obvious they  
 19 knew of the meeting and the potential  
 20 penalties and they chose not to appear.  
 21 MR. MILLER:  
 22 Real quick point, if -- and for everybody  
 23 else's clarification, if it had been added to  
 24 the tax rolls, none of this would matter;  
 25 because once it's on the tax roll, all

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1 exemptions are gone.  
 2 MS. JOHNSON:  
 3 That's correct.  
 4 CHAIRMAN JONES:  
 5 Very good questions. And this is the  
 6 reason we have these meetings, because every  
 7 once in a while, there's a hiccup where we  
 8 need to understand what's going on and the  
 9 implications of it.  
 10 MR. REMEDIES:  
 11 What was the reason that they were at  
 12 80 percent already?  
 13 CHAIRMAN JONES:  
 14 Because --  
 15 MS. JOHNSON:  
 16 The 2017 Rules that they're under, the  
 17 2017 Rules allow for a five-year initial term  
 18 at 100 percent and then a renewal for three  
 19 years at 80 percent.  
 20 MR. REMEDIES:  
 21 Okay.  
 22 MS. JOHNSON:  
 23 So that was the maximum they could have  
 24 been allowed.  
 25 CHAIRMAN JONES:

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1 All right. Excellent questions. Do we  
 2 have a motion and a second already or are we  
 3 just -- no, I think this was all -- okay.  
 4 Now, I'm ready for a motion.  
 5 Mr. Remedies?  
 6 MR. REMEDIES:  
 7 I'll make a motion to approve with the  
 8 penalties of one year for each late year.  
 9 That means they would get the tax abatement or  
 10 tax deduction for the 2023.  
 11 CHAIRMAN JONES:  
 12 So you have a two-year penalty?  
 13 MR. REMEDIES:  
 14 Yeah.  
 15 CHAIRMAN JONES:  
 16 Okay. So we have a motion to approve the  
 17 renewal --  
 18 MR. REMEDIES:  
 19 With a two-year penalty.  
 20 CHAIRMAN JONES:  
 21 -- with a two-year penalty.  
 22 MR. MOSS:  
 23 Second.  
 24 CHAIRMAN JONES:  
 25 We have a motion from Mr. Remedies.

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1 Second from Mr. Moss. Any other questions or  
 2 comments from the Board?  
 3 This was a complicated one, so there's no  
 4 such thing as a stupid question. All right.  
 5 Any comments from the public?  
 6 Hearing none, all in favor, say aye.  
 7 ALL:  
 8 Aye.  
 9 CHAIRMAN JONES:  
 10 Any opposition?  
 11 There is none, the motion carries.  
 12 MR. USIE:  
 13 Next, we have six timely filed  
 14 Post-Executive Order 2018 Rules Renewals:  
 15 20180323-A Bagwell Energy Services, Inc.,  
 16 Iberia Parish; 20180403, Indorama Ventures  
 17 Olefins, LLC, Calcasieu Parish; 20180403-A,  
 18 Indorama Ventures Olefins, LLC, Calcasieu  
 19 Parish; 20170300, Packaging Corporation of  
 20 America, Beauregard Parish; 20170377-A, Pala  
 21 Interstate, LLC, Livingston Parish; and  
 22 20170378, Paladise, LLC, Livingston Parish.  
 23 CHAIRMAN JONES:  
 24 All right. Do we have a motion to  
 25 approve these renewals? Okay.

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1 MR. POLOZOLA:  
 2 I need to recuse from Indorama and  
 3 Packaging Corporation, please.  
 4 CHAIRMAN JONES:  
 5 All right. We have those recusals. You  
 6 ready for a motion? Mr. St. Blanc, and a  
 7 second from Mr. Miller. Any questions or  
 8 comments from the Board?  
 9 Hearing none, any comments from the  
 10 public?  
 11 There being none, all in favor, say aye.  
 12 ALL:  
 13 Aye.  
 14 CHAIRMAN JONES:  
 15 Any opposition?  
 16 There being none, the motion carries.  
 17 MR. USIE:  
 18 Next, we have one late Post-Executive  
 19 Order 2018 Rules Renewal:  
 20 20180110, Service Machine & Supply, Inc.  
 21 in Lafayette Parish. The initial contract  
 22 expiration date was 12/31/23. The late  
 23 renewal request date is July 2, 2024.  
 24 CHAIRMAN JONES:  
 25 All right. Here again, we have a late

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1 renewal. It's about seven months late. The  
 2 custom of this Board is one year for a  
 3 penalty, but it is the option of the Board.  
 4 So what is the pleasure of the Board?  
 5 Mr. Nassar, do you have a motion to  
 6 approve the renewal with the one-year penalty?  
 7 MR. NASSAR:  
 8 Yes, sir.  
 9 CHAIRMAN JONES:  
 10 We have that motion. We have a second  
 11 from Mr. Mele. Okay. Any questions or  
 12 comments?  
 13 Hearing none, any comments from the  
 14 public?  
 15 There being none, all in favor, say aye.  
 16 ALL:  
 17 Aye.  
 18 CHAIRMAN JONES:  
 19 Any opposition?  
 20 There is none, the motion carries.  
 21 MR. USIE:  
 22 Next, we have three Contract  
 23 Cancellations:  
 24 Cargill, Inc., Contract 20200377 in St.  
 25 Martin Parish, company requests cancellation;

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1 Exxon Mobil Corporation, 20230071 in East  
 2 Baton Rouge Parish, company requests  
 3 cancellation;  
 4 And Origin US Megasite I, LLC, 20220013  
 5 in Ascension Parish, company requests  
 6 cancellation.  
 7 CHAIRMAN JONES:  
 8 All right. Do we have a motion to  
 9 approve the cancellations?  
 10 MR. POLOZOLA:  
 11 I just need to recuse myself from the  
 12 Exxon Mobil matter, please.  
 13 CHAIRMAN JONES:  
 14 All right. Mr. Polozola is recused. I  
 15 have a motion from Mr. Wheelies. Second from  
 16 Mr. Doss to approve these cancellations. Any  
 17 questions or comments from the Board?  
 18 Hearing none, any comments from the  
 19 public?  
 20 There being none, all in favor, say aye.  
 21 ALL:  
 22 Aye.  
 23 CHAIRMAN JONES:  
 24 Any opposition?  
 25 There is none, the motion carries.

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1 MR. USIE:  
 2 Next, we have noncompliant contracts  
 3 following the 2017 Post-Executive Order ITEP  
 4 Rules:  
 5 One contract number 20180164 for Air  
 6 Liquide Advanced Technologies US, LLC in Allen  
 7 Parish is noncompliant for the 2023 reporting  
 8 period. The Exhibit A for the contract  
 9 requires the company create and maintain three  
 10 jobs with \$150,000 in payroll. The company  
 11 failed to submit annual compliance by their  
 12 requested extended deadline of June 14, 2024.  
 13 The Parish, the school board, nor the Sheriff  
 14 responded with any recommendations.  
 15 CHAIRMAN JONES:  
 16 Okay. I will be recusing myself from the  
 17 Air Liquide, but will facilitate any  
 18 discussion on the matter.  
 19 Do we have anybody here from Air Liquide?  
 20 MR. NGO:  
 21 Good morning.  
 22 CHAIRMAN JONES:  
 23 Just state your name and position with  
 24 the company, please.  
 25 MR. NGO:

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1 I'm David Ngo, I'm the Director of  
 2 Property Tax for Air Liquide.  
 3 CHAIRMAN JONES:  
 4 Okay. Thank you.  
 5 MR. NGO:  
 6 And I have with me Gus Fontenot with the  
 7 Southwest Alliance Economic Development.  
 8 CHAIRMAN JONES:  
 9 Very good. If you can explain to us the  
 10 reason for the noncompliance.  
 11 MR. NGO:  
 12 It's an administrative clerical error on  
 13 our part. We did create the job and the  
 14 salary requirement. It's a technicality in my  
 15 communication with Hud. And so we met all the  
 16 requirement.  
 17 In addition to that, we were working the  
 18 renewal, the contract that's expiring at the  
 19 end of the year. In our communication with  
 20 the Parish, we had their total support for the  
 21 ITEP contract that we are under and the  
 22 extension of the renewal with the adjustment  
 23 that we requested because of current economic  
 24 condition for our plants. And I have  
 25 Mr. Fontenot here if you have any questions

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1 that you want more directly to the Parish.  
2 CHAIRMAN JONES:  
3 Any questions from the Board?  
4 Mr. Fontenot, I know you had submitted a  
5 card, did you want to speak on behalf?  
6 MR. FONTENOT:  
7 Yes, sir. Thank you very much. We would  
8 just like to say that we are satisfied and  
9 have been working with the Parish, that they  
10 have met their employment and salary  
11 obligations under the initial terms of the  
12 ITEP. Thank you.  
13 CHAIRMAN JONES:  
14 Just one second. Anne?  
15 MS. VILLA:  
16 Just a quick question, it says that you  
17 failed to report your compliance. Have you  
18 since reported that to the Department?  
19 MR. NGO:  
20 Yes.  
21 MS. VILLA:  
22 Okay. Great. Thank you.  
23 CHAIRMAN JONES:  
24 And, Hud, you received that?  
25 MR. USIE:

1 MR. MILLER:  
2 Okay. So a couple of months. Thank you.  
3 CHAIRMAN JONES:  
4 Is there a motion?  
5 MR. MILLER:  
6 Motion to accept the report and, what's  
7 the right word, take no action, I guess.  
8 CHAIRMAN JONES:  
9 Okay. So we have a motion from  
10 Mr. Miller to approve the contract with no  
11 penalty.  
12 MR. MELE:  
13 Second.  
14 CHAIRMAN JONES:  
15 Does that accurately reflect your motion,  
16 Mr. Miller?  
17 MR. MILLER:  
18 Yes.  
19 CHAIRMAN JONES:  
20 All right. Mr. Mele?  
21 MR. MELE:  
22 I'll second.  
23 CHAIRMAN JONES:  
24 And a second from Mr. Mele. All right.  
25 Any other questions or comments from the

1 Yes, he submitted it after.  
2 CHAIRMAN JONES:  
3 Mr. Miller.  
4 MR. MILLER:  
5 So this is a reporting noncompliance?  
6 MR. NGO:  
7 It's an administrative clerical error on  
8 our part. We had too many deadlines, and we  
9 prioritized our renewal with the Parish and  
10 the State for the ITEP. And this was a  
11 clerical on our part --  
12 MR. MILLER:  
13 Yes, sir.  
14 MR. NGO:  
15 -- with the times.  
16 MR. MILLER:  
17 This is for within the contract reporting  
18 that was noncompliant?  
19 MR. USIE:  
20 Yeah. So it was originally due April  
21 30th and the company requested an extension  
22 until June 14th and they never filed it. So  
23 the locals were notified for not filing it,  
24 and it's been filed since the locals were  
25 notified of the noncompliance.

1 Board?  
2 Hearing none, any comments from the  
3 public?  
4 Hearing none, all in favor, say aye.  
5 ALL:  
6 Aye.  
7 CHAIRMAN JONES:  
8 Any opposition?  
9 There being none, the motion carries.  
10 MR. NGO:  
11 Thank you, sir.  
12 CHAIRMAN JONES:  
13 Thank you.  
14 MS. JOHNSON:  
15 Next, we have one contract for Foster  
16 Poultry Farms, 20170088 in Lincoln Parish,  
17 they're noncompliant for the 2020 and 2021  
18 reporting periods. The Exhibit A for the  
19 contract requires the company create and  
20 maintain 50 new jobs with \$900,000 in new  
21 payroll.  
22 For 2020, the actual jobs created were 35  
23 new jobs with \$3,556,564 in new payroll.  
24 They're noncompliant for missing the jobs  
25 requirement only.

1 In 2021, the actual jobs and payroll  
 2 created were zero new jobs and zero in new  
 3 payroll. The Parish, school board, nor the  
 4 Sheriff responded with recommendations, and  
 5 they're not located within a municipality.  
 6 And they have since become compliant in  
 7 project year 2022.  
 8 CHAIRMAN JONES:  
 9 They have?  
 10 MS. JOHNSON:  
 11 Yes, they are compliant currently.  
 12 CHAIRMAN JONES:  
 13 Okay. Do we have someone here from  
 14 Foster Poultry? Could you please come  
 15 forward, please?  
 16 MR. LUCAS:  
 17 (Complies with request.)  
 18 CHAIRMAN JONES:  
 19 Thank you. Would you state your name and  
 20 position in the company, please?  
 21 MR. LUCAS:  
 22 Good morning. My name is Vince Lucas,  
 23 Complex Manager for Foster Farms.  
 24 CHAIRMAN JONES:  
 25 Great. So tell us what was happening

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1 here that kept you from reaching your goals?  
 2 MR. LUCAS:  
 3 COVID deeply impacted Foster Farms the  
 4 years 2020 and 2021. Moving forward in the  
 5 years 2022 and 2023, we're 120 team members  
 6 above our baseline. Baseline is 1,027  
 7 employees and we have exceeded our salary  
 8 requirement, which is \$900,000. We're  
 9 currently at 2.83 for the last two years, sir.  
 10 CHAIRMAN JONES:  
 11 So you recovered from the pandemic and  
 12 more than met your goals.  
 13 MR. LUCAS:  
 14 Yes, sir.  
 15 CHAIRMAN JONES:  
 16 Okay. Good deal. Thank you for your  
 17 work. All right. Any questions or comments  
 18 for Mr. Lucas?  
 19 All right. Do we have a motion? Okay.  
 20 A motion from Mr. Remedies.  
 21 MR. REMEDIES:  
 22 Yeah, a motion to take no action.  
 23 CHAIRMAN JONES:  
 24 So we approve and without any penalty?  
 25 Do I have a second?

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1 MR. AMOSS:  
 2 Yes.  
 3 CHAIRMAN JONES:  
 4 Second from Mr. Amoss. Any questions or  
 5 comments from the Board?  
 6 There being none, any comments from the  
 7 public?  
 8 Hearing none, all in favor, say aye.  
 9 ALL:  
 10 Aye.  
 11 CHAIRMAN JONES:  
 12 Any opposition?  
 13 There is none, the motion carries. Thank  
 14 you, sir.  
 15 MR. LUCAS:  
 16 Yes, sir. Thank you.  
 17 MS. JOHNSON:  
 18 Next, we have one contract for Guin  
 19 Machine, Inc., 20161675 in Bienville Parish,  
 20 but the company is requesting that these be  
 21 deferred to the December meeting because they  
 22 couldn't make it here today.  
 23 CHAIRMAN JONES:  
 24 Okay. Do we have a motion to defer all  
 25 the matters on Guin Machine, Inc?

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1 We have a motion from Mayor Toups.  
 2 Second from Mr. Nassar. Any questions or  
 3 comments on that deferral from the Board?  
 4 There being none, any comments from the  
 5 public?  
 6 Hearing none, all in favor, say aye.  
 7 ALL:  
 8 Aye.  
 9 CHAIRMAN JONES:  
 10 Any opposition?  
 11 There is none, the motion carries. That  
 12 matter will be heard at the next meeting.  
 13 MR. USIE:  
 14 Next, we have one contract, Number  
 15 20180076 for Kerotest Manufacturing Corp. in  
 16 Avoyelles Parish that is noncompliant for the  
 17 2022 and 2023 reporting periods. The Exhibit  
 18 A for the contract requires the company  
 19 create -- that the company retain 155 jobs  
 20 with a ramp-up of 55 new jobs for a total of  
 21 205 five new jobs by the end of 2026.  
 22 The total number of jobs required for the  
 23 2022 reporting period was 155 retained and 30  
 24 new for a total of 185 jobs. The 30 new jobs  
 25 had a payroll requirement of \$634,890, and the

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1 retained jobs had a payroll requirement of  
 2 \$4,882,304 for a total required payroll of  
 3 \$5,517,194.

4 The actual number of jobs for the  
 5 reporting period was 155 jobs with \$5,452,945  
 6 in payroll. The reporting period was also  
 7 filed late. It was due April 30th of 2023,  
 8 but not received until May 3, 2023 upon  
 9 notification by LED.

10 The total number of jobs required for the  
 11 2023 reporting period was 155 retained and 35  
 12 new for a total of 190 jobs. The 35 new jobs  
 13 had a payroll requirement of \$740,705 and the  
 14 retained jobs had a payroll requirement of  
 15 \$5,028,773 for a total required payroll of  
 16 \$5,769,470. The actual number of jobs for  
 17 that reporting period was 119 jobs with  
 18 \$5,656,088 in payroll.

19 The Parish, the school board, nor the  
 20 Sheriff responded with recommendations.

21 CHAIRMAN JONES:  
 22 Please state your name and position with  
 23 the company, please.

24 MR. SHOCKEY:  
 25 My name is Bill Shockey. I'm with the

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1 Baton Rouge law firm of Shockey and  
 2 Associates. Kerotest is based in Pittsburgh.  
 3 That's where their executive team is. They're  
 4 manufacturing facility is up in Mansura, which  
 5 is by Marksville. I have been asked to come  
 6 today to be your sacrificial lamb, so if I  
 7 may.

8 We deeply regret being here once again.  
 9 The -- it takes -- a little bit of background.  
 10 Kerotest manufactures valves. Their number  
 11 one product line is the polyethylene valves  
 12 that are used in natural gas delivery systems  
 13 by utilities, municipalities, and things of  
 14 that nature. So they make a lot of metal  
 15 valves that are also used in industrial  
 16 applications and oil fields. So they are a  
 17 valve manufacturer.

18 Their plant is in Mansura, Louisiana and  
 19 has been for a number of years. We came in  
 20 under -- our contract was signed in 2019, so  
 21 can you imagine what turned out to be a worse  
 22 year for anyone to have signed a contract for  
 23 the Industrial Tax Exemption then in 2019 with  
 24 what was looming for us in 2020 that we didn't  
 25 already know.

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1 The 2022 jobs requirement was 185 jobs.  
 2 Ninety percent of that was just a default,  
 3 benchmark in the contracts, 167, we had 159.  
 4 We were eight jobs short. That's like  
 5 7.2 percent. I don't mean to make light of  
 6 it, but we're not talking about thousands of  
 7 jobs that we missed the target by here.

8 The 2022 payroll that was required was  
 9 \$5.17 million. Our payroll was \$5.452 million  
 10 or 98.9 percent of the payroll required under  
 11 the contract. Yes, they were late filing the  
 12 certificate of compliance. Chris White, now  
 13 retired, was the former president CEO of the  
 14 company, didn't file timely. I'm not  
 15 responsible for the program. I'm just a local  
 16 boots on the ground when they need someone  
 17 here. But one point of notice, as Hud  
 18 indicated, it was filed within three days.  
 19 The report was filed within three days of the  
 20 notice.

21 There are three local governmental  
 22 entities affected by the Industrial Tax  
 23 Exemption under this contract, Avoyelles  
 24 Parish School Board, Avoyelles Parish Police  
 25 Jury, and Avoyelles Parish Sheriff. None of

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1 them have responded despite written notice  
 2 requesting that any sort of penalty be exacted  
 3 for noncompliance. So we fell 7 percent short  
 4 on our jobs, but only 1.9, about 2 percent  
 5 short on the actual payroll.

6 2023, now for the bad news. The  
 7 benchmark in the 2023 -- excuse me, the  
 8 contract for 2023 is 190 jobs. We ended the  
 9 year with only 119. I'm informed that the  
 10 employee count dropped because of cutbacks and  
 11 customer orders. I hate to bring this up,  
 12 driven by COVID, as a backlash to COVID.

13 Remember during the early days of COVID,  
 14 we ran into supply chain problems. Once  
 15 supply became available, customers stocked up.  
 16 They ordered more inventory than they could  
 17 use in the ordinary course of business. Now,  
 18 our client, as a manufacturer is having to  
 19 deal with the runoff of that inventory that  
 20 the suppliers bought in 2022 and 2023 -- I'm  
 21 sorry, that their customers bought in 2022 and  
 22 2023 and haven't used up yet. So the count  
 23 did drop to 119.

24 There is, however, some good news. The  
 25 2023 payroll per the agreement is

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1 \$5.769 million. The total payroll reported  
 2 for 2023 was 5.656 percent, difference of  
 3 1.97 percent, so pretty close on the payroll  
 4 numbers. There are three local governmental  
 5 entities that are affected, they are the  
 6 Avoyelles School Board, Police Jury, and  
 7 Sheriff. And none of them had asked for any  
 8 action on the part of the Board.

9 Now, this contract was signed under the  
 10 Post-Executive Order 2017 Rules. So it's a  
 11 five-year contract that's up for renewal in  
 12 2024. Because -- if -- the way the contracts  
 13 are written, it isn't that you've got to have  
 14 ten more jobs than you had last year, for  
 15 example, it's you have a finite number of jobs  
 16 that you're supposed to achieve every year and  
 17 it builds. If it's 160, then it's 170, then  
 18 it's 180, then it's 190. So if you miss out,  
 19 you've got ground to recover. If you can't  
 20 and it isn't good enough, you just have ten  
 21 more jobs than you had last year. We have  
 22 never been able to make up for lost ground on  
 23 the job.

24 So Kerotest made the election not to  
 25 apply for a new one in 2024 because we've

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1 consistently been in a deficit position and  
 2 unable to live up to our obligations. We've  
 3 come short. We've come close; but  
 4 nevertheless, we recognize we're short and  
 5 haven't fulfilled our obligations.

6 While I recognize that what I'm about to  
 7 say is not a relevant factor in terms of  
 8 compliance with the contract, I would suggest  
 9 to you, it is a relevant factor to consider in  
 10 connection with what penalty, if any, to exact  
 11 from my client. Kerotest is an Esoft company.  
 12 That means though it's a Pennsylvania company,  
 13 it's Louisiana employees share in the  
 14 ownership of the company. I am informed that  
 15 in 2023, Louisiana residents were paid  
 16 \$1,042,141 for Kerotest company stock that  
 17 they would gain upon retirement or severance  
 18 from the company.

19 So that is additional money that this  
 20 company had put into the local economy in  
 21 Avoyelles Parish area. I realize it's not  
 22 payroll. I realize it doesn't mean we didn't  
 23 violate the contract. I'm just suggesting to  
 24 you that it shows that Kerotest is a good  
 25 corporate citizen that's taken its

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1 responsibilities under the contract seriously.  
 2 Given the lack of opposition from the  
 3 three local governmental entities, I would beg  
 4 your indulgence and ask that no penalty be  
 5 assessed against Kerotest.

6 CHAIRMAN JONES:  
 7 Any questions? Mr. Miller? Mr. St.  
 8 Blanc?

9 REPRESENTATIVE ST. BLANC:  
 10 I had one question. I wish somebody  
 11 would have -- are you having problems with  
 12 having a job opening that you can't hire  
 13 because of what's happening right now in  
 14 Louisiana? Is there any -- you know, I can  
 15 understand the last time you came, I remember  
 16 COVID. We talked about this and that they  
 17 wanted -- they had job openings but couldn't  
 18 supply them. So there's a lot of businesses  
 19 right now that doesn't have them.

20 Do you know anything about whether they  
 21 can make it with the amount of jobs that they  
 22 have an opening for, but the workforce is  
 23 really lacking right now?

24 MR. SHOCKEY:  
 25 Senator Blanc, the answer is I don't

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1 know.  
 2 REPRESENTATIVE ST. BLANC:  
 3 Not Senator, okay.

4 MR. SHOCKEY:  
 5 I asked if -- oh, I'm sorry. Forgive me.  
 6 Representative St. Blanc, I don't know. I'm  
 7 sure -- I asked if Greg Mayeux, who is the  
 8 manager of the plant in Mansura, could come  
 9 today, but there was something else and he  
 10 could not be spared. At one time, that was a  
 11 problem in the earlier years. Of course,  
 12 we've actually had, in 2023, a significant  
 13 reduction in employees because of the supply  
 14 chain backlash issues that I mentioned. So I  
 15 anticipate that there's been a reduction in  
 16 force as opposed to the workforce remaining  
 17 static. So we believe that, no, it's not that  
 18 they can't find employees, though I know  
 19 that's been a problem in the past, but rather  
 20 they just don't have enough customer orders.

21 REPRESENTATIVE ST. BLANC:  
 22 I'd like to know a number because we're  
 23 having a big problem with supplying labor  
 24 force.

25 MR. SHOCKEY:

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1 Yes, sir.  
2 REPRESENTATIVE ST. BLANC:  
3 We're working on that hard. And if we  
4 know these jobs are not being created and  
5 trying to, and I really, really like to have  
6 someone get back with me so this Board can  
7 understand what's going on too.  
8 MR. SHOCKEY:  
9 I can tell you that in my asking  
10 questions of Management in Pittsburgh about  
11 why did the number of jobs go down and all,  
12 that was not mentioned. Rather, it was the  
13 lack of customer orders due to customers  
14 running off the inventory that they already  
15 have on hand.  
16 CHAIRMAN JONES:  
17 So it's the economy?  
18 MR. SHOCKEY:  
19 Perhaps overall, yes, sir. Again, they  
20 feel that there was a definite -- that their  
21 customers maybe overbought in 2022 and 2023.  
22 Once, Kerotest was able to meet whatever  
23 demand there was for their customers. And  
24 now, those customers are sitting there with  
25 inventory on their shelf that they haven't

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1 used yet and they want to use that up down to  
2 some point before they --  
3 CHAIRMAN JONES:  
4 If they used it faster, you would have  
5 more orders?  
6 MR. SHOCKEY:  
7 Yes, sir.  
8 CHAIRMAN JONES:  
9 Got it.  
10 REPRESENTATIVE ST. BLANC:  
11 Mr. Chairman, I make that motion to  
12 approve with no penalty.  
13 CHAIRMAN JONES:  
14 We have a motion from Mr. St. Blanc to  
15 approve with no penalty.  
16 SENATOR FOIL:  
17 Second.  
18 CHAIRMAN JONES:  
19 We have a second by Mr. -- Senator Foil.  
20 Senator Foil, forgive me. Bifocals aren't  
21 working that far. Forgive me. All right. We  
22 have a motion and a second. Any questions or  
23 comments from the Board?  
24 Hearing none, any comments from the  
25 public?

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1 There being none, all in favor, say aye.  
2 ALL:  
3 Aye.  
4 CHAIRMAN JONES:  
5 Any opposition?  
6 There is none, the motion carries.  
7 MR. SHOCKEY:  
8 Thank you all.  
9 CHAIRMAN JONES:  
10 Thank you, Mr. Shockey.  
11 MR. USIE:  
12 Next, we have a noncompliant contracts  
13 following the Post-EO 2018 ITEP Rules. One  
14 contract, Number 20190086 for Fisher  
15 Manufacturing Services, LLC in Tangipahoa  
16 Parish is noncompliant for the 2023 reporting  
17 period. The Exhibit A for the contract  
18 requires the company create and maintain one  
19 job with \$20,000 in payroll.  
20 The company failed to submit annual  
21 compliance by the requested extended deadline  
22 of June 29, 2024. The Parish, nor Sheriff  
23 responded with recommendations. And the  
24 school board did not approve the exemption at  
25 the time of the application.

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1 CHAIRMAN JONES:  
2 Do we have someone here from Fisher  
3 Manufacturing? Would please state your name  
4 and your position with the company, please?  
5 MS. FISHER:  
6 Jenna Fisher and I'm Purchasing Manager.  
7 CHAIRMAN JONES:  
8 Okay. Tell us what's going on.  
9 MS. FISHER:  
10 Just our renewal application was late and  
11 it was an oversight thinking that the  
12 compliance would come after the renewal was  
13 granted. So we have now complied, but it was  
14 still late, so we met all of our requirements.  
15 CHAIRMAN JONES:  
16 Wait. I'm --  
17 MS. FISHER:  
18 So we were late for --  
19 CHAIRMAN JONES:  
20 You did not meet the job or the payroll  
21 requirement; is that correct, Hud?  
22 MR. USIE:  
23 They didn't file. So when they didn't  
24 file, they requested an extension to file, and  
25 they didn't file it by that extended deadline.

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1 So the locals were notified of them not  
 2 filing. After the locals were notified of  
 3 them not filing compliance at all, they filed  
 4 it between then and this Board meeting.  
 5 CHAIRMAN JONES:  
 6 So then, you met your compliance goals.  
 7 You just, because the no filing, no report,  
 8 you did not know whether you met the goal, is  
 9 that --  
 10 MR. USIE:  
 11 Correct.  
 12 MS. FISHER:  
 13 Yes.  
 14 CHAIRMAN JONES:  
 15 So you met the job and the payroll.  
 16 Essentially, you have now a late filing issue,  
 17 is that correct?  
 18 MR. USIE:  
 19 Yes.  
 20 CHAIRMAN JONES:  
 21 When was the compliance report filed?  
 22 MR. USIE:  
 23 I don't have an exact date on me.  
 24 CHAIRMAN JONES:  
 25 Do you know, Ms. Fisher?

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1 MS. FISHER:  
 2 Yes, somewhere -- it was the seventh  
 3 month.  
 4 CHAIRMAN JONES:  
 5 It's not critical. Don't -- I thought  
 6 you might have it right there in front of you.  
 7 MS. FISHER:  
 8 I probably do. 7/22 of '24.  
 9 CHAIRMAN JONES:  
 10 I'm sorry?  
 11 MS. FISHER:  
 12 7/22 of '24.  
 13 CHAIRMAN JONES:  
 14 So it was about a month late then?  
 15 MS. FISHER:  
 16 Yeah.  
 17 CHAIRMAN JONES:  
 18 Okay. That gives me context. Thank you.  
 19 Now, the reason for the non-filing, what was  
 20 the --  
 21 MS. FISHER:  
 22 It was just -- I thought with the renewal  
 23 not -- I was late on my renewal, so it's kind  
 24 of just a domino effect. I was late on the  
 25 renewal and I didn't think that I could do

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1 this compliance for the renewal. I'm new to  
 2 all this, so I'm learning.  
 3 CHAIRMAN JONES:  
 4 You're learning.  
 5 MS. FISHER:  
 6 Yes. Yes.  
 7 CHAIRMAN JONES:  
 8 Okay. All right. We're going to try to  
 9 make it simpler when we fix the rules.  
 10 MS. FISHER:  
 11 I hope so.  
 12 CHAIRMAN JONES:  
 13 I get it. All right. But at the end of  
 14 the day, what we have here is they met their  
 15 jobs and payroll requirements, they have a  
 16 late filing of, essentially, less than a  
 17 Month so I would entertain a motion.  
 18 MAYOR TOUPS:  
 19 Can I make a motion, no penalty?  
 20 CHAIRMAN JONES:  
 21 Motion from Mayor Toups, no penalty.  
 22 Second from Mr. Doss.  
 23 MR. MELE:  
 24 Can I ask a question?  
 25 CHAIRMAN JONES:

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1 Absolutely. Mr. Mele?  
 2 MR. MELE:  
 3 What is the actual number of employees?  
 4 MS. FISHER:  
 5 It was supposed to be one, but we had  
 6 two.  
 7 CHAIRMAN JONES:  
 8 Okay. Thank you. All right. Any other  
 9 questions or comments from the Board?  
 10 Hearing none, any comments from the  
 11 public?  
 12 There being none, all in favor, say aye.  
 13 ALL:  
 14 Aye.  
 15 CHAIRMAN JONES:  
 16 Any opposition?  
 17 There is none, the motion carries.  
 18 MS. FISHER:  
 19 Thank you.  
 20 CHAIRMAN JONES:  
 21 You got it.  
 22 MS. JOHNSON:  
 23 We have one contract for Gator Millworks,  
 24 Inc., 20180108 in Livingston Parish. They're  
 25 noncompliant for the 2022 and 2023 reporting

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1 periods. The Exhibit A for this contract  
 2 requires the company create and maintain five  
 3 new jobs and \$250,000 in new payroll. For the  
 4 2022 reporting period, the actual jobs and  
 5 payroll created was zero new jobs and zero  
 6 payroll. And for the 2023 reporting period,  
 7 the actual jobs and payroll were zero new jobs  
 8 and zero in new payroll.

9 The Parish responded with a resolution  
 10 stating to take no action against Gator  
 11 Millworks by not penalizing them for every  
 12 year of noncompliance in the ITEP program.  
 13 The school board responded with a resolution  
 14 stating to recommend the Louisiana Board of  
 15 Commerce and Industry reduce by one year for  
 16 2022 and one year for 2023, the terms of the  
 17 tax exemptions previously granted to Gator  
 18 Millworks, Inc. from the current five-year  
 19 term to a three-year term. And the Sheriff  
 20 did not respond with a recommendation.

21 CHAIRMAN JONES:  
 22 Do we have anyone here from Gator  
 23 Millworks? Would you state your name and your  
 24 position with the company?  
 25 MR. FOSTER:

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1 My name is Chad Foster with Gator  
 2 Millworks. I am the President.

3 CHAIRMAN JONES:  
 4 Great. So tell us what was going on  
 5 here.

6 MR. FOSTER:  
 7 So this is our second time here. We have  
 8 not been able to maintain positions at our  
 9 company for the last several years. We've  
 10 been hiring, we've been a very competitive job  
 11 market, so people leaving for other higher  
 12 paying jobs in the plant work. For us, as a  
 13 custom millwork fabricator, it's challenging  
 14 to compete with that.

15 So I can say or report today that our  
 16 numbers of today, we are one job away from  
 17 being in compliance. And we also expect to be  
 18 very close to hitting our requirement of the  
 19 job payroll amount for the year as well. So  
 20 pretty big turn from just being able to keep,  
 21 maintain it, but it's been challenging.

22 CHAIRMAN JONES:  
 23 Help me with the context. How many total  
 24 employees do you have right now?  
 25 MR. FOSTER:

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1 Forty-two.

2 CHAIRMAN JONES:  
 3 Forty-two. Okay. That gives me an idea  
 4 of the size of your operation. So it's a  
 5 matter of losing personnel to higher paying  
 6 jobs and not being able to maintain the count?  
 7 MR. FOSTER:  
 8 Yeah, we've never had a layoff in 30  
 9 years that we've been in business, not one  
 10 time, I'm proud to say that. And just,  
 11 unfortunately, just within the last week, a  
 12 young man texted me on Friday and said that he  
 13 got offered \$36 an hour to go be a turnaround  
 14 job, a two-one job, and he left us after nine  
 15 months. It's like -- I can't --

16 CHAIRMAN JONES:  
 17 I understand.

18 MR. FOSTER:  
 19 I can't stop it.

20 CHAIRMAN JONES:  
 21 Hud, help me understand. There are no  
 22 dates under the compliance due date and the  
 23 compliance receive date.

24 MS. JOHNSON:  
 25 They weren't late.

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1 CHAIRMAN JONES:  
 2 They weren't late.

3 MS. JOHNSON:  
 4 They weren't late.

5 CHAIRMAN JONES:  
 6 Okay. So it's just a matter of not  
 7 meeting --

8 MS. JOHNSON:  
 9 Not meeting the new jobs.

10 CHAIRMAN JONES:  
 11 They filed the compliance reports timely.

12 MS. JOHNSON:  
 13 Yes.

14 MR. FOSTER:  
 15 One other thing I would like to add is  
 16 that, in these last two years as well, we've  
 17 been able to -- well, we haven't made the  
 18 jobs, but what we have been able to do is  
 19 offset all of our production as to add some  
 20 machinery, which that's not part of our ITEP,  
 21 it goes on the roll. We pay use tax on that  
 22 equipment, which is a little over a million  
 23 dollars in the last two years to help us move  
 24 with all the staffing needs, which has  
 25 generated additional sales and use tax for the

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1 local economy and also even for even property  
2 taxes that goes on also.  
3 So in the last two to three years, it was  
4 \$130,000 additional money that we did not  
5 expect to pay when we went into this ITEP,  
6 when we started.  
7 MR. MELE:  
8 I have a question.  
9 CHAIRMAN JONES:  
10 Yes, sir.  
11 MR. MELE:  
12 So how has business been during these two  
13 years? Your business going on these two  
14 years, '22, '23, is it growing?  
15 MR. FOSTER:  
16 I would say it's been steady is the way  
17 to say it. It's hard to take on too, too much  
18 more work when it's hard to depend on people,  
19 so.  
20 MR. MELE:  
21 Yeah.  
22 MR. FOSTER:  
23 But we've never been slow.  
24 MR. MELE:  
25 Okay.

1 Any other questions?  
2 MR. REMEDIES:  
3 I have a question.  
4 CHAIRMAN JONES:  
5 Mr. Remedies?  
6 MR. REMEDIES:  
7 Is this something the new rules will  
8 address?  
9 CHAIRMAN JONES:  
10 Yes.  
11 MR. REMEDIES:  
12 Okay.  
13 CHAIRMAN JONES:  
14 Yes, there will be no jobs and payroll  
15 requirements. There are none for anybody that  
16 has filed since February '24, and so the new  
17 rules will have no jobs and payroll  
18 requirements because, I mean, we can talk pros  
19 and cons of the Edwards changes. But the  
20 reality is, and I've maintained this from the  
21 day one, is that manufacturing by its nature  
22 intends to make more glitches with fewer  
23 people. That is its goal in life.  
24 And requiring a job -- and, guys, these  
25 jobs and payroll requirements were not

1 MR. AMOSS:  
2 Can I ask a question?  
3 CHAIRMAN JONES:  
4 Sure.  
5 MR. AMOSS:  
6 Thanks for being here. So I just want to  
7 get the full context here. So with the  
8 application numbers wise, you had 38  
9 employees, you were going to add in five; is  
10 that --  
11 MR. FOSTER:  
12 And we did add them. It's just that in  
13 each year of 2022, we had 62 W2s we issued in  
14 a year. In 2023, we had 50, so well over the  
15 numbers that we have. And in those numbers,  
16 27 people of 2022 resigned to take other  
17 positions. In 2023, we had 17 do the same.  
18 So it's just competitive job market that I  
19 cannot, I guess, fault them for that.  
20 MR. AMOSS:  
21 You answered the question I was going to  
22 ask with that answer.  
23 MR. FOSTER:  
24 Sure.  
25 CHAIRMAN JONES:

1 required for one year, they were required for  
2 ten years. So, basically, you have a company  
3 that's agreeing to have X number of jobs and  
4 agreeing to have that many jobs ten years from  
5 now. Well, with technology and with  
6 everything else going on, not to mention the  
7 economy, that's a bridge too far.  
8 And so, fortunately, Governor Landry has  
9 seen it's better to remove those requirements  
10 and the new rules will no longer have jobs and  
11 payroll requirements. Manufacturers will be  
12 expected to manufacture. And we want them to  
13 be as efficient as they possibly can, because  
14 that's the way to ensure success.  
15 MR. WHEELIS:  
16 Just curious. What's happened to your  
17 total payroll over that time period; not new  
18 jobs, just total payroll?  
19 MR. FOSTER:  
20 It's increased. I'm paying more.  
21 MR. WHEELIS:  
22 Do you know approximately how much?  
23 MR. FOSTER:  
24 I don't have that figure.  
25 MR. WHEELIS:

1 That's interesting.  
 2 MR. FOSTER:  
 3 I know it's increased with less people.  
 4 MR. WHEELIS:  
 5 Yeah.  
 6 MR. MELE:  
 7 Question.  
 8 CHAIRMAN JONES:  
 9 Yes, Mr. Mele?  
 10 MR. MELE:  
 11 The thing that I have, you know, this is  
 12 a tough one. The only thing that I see is  
 13 with the school board. So, basically, do they  
 14 want to continue to reduce the term? Have you  
 15 met with them?  
 16 MR. FOSTER:  
 17 We did. And they actually had two  
 18 resolutions that they voted on that night at  
 19 the school board meeting. They actually had a  
 20 resolution they voted on to defer at that  
 21 vote. When it was one different vote, so it  
 22 was six -- so it was 5-4 with one of the vote  
 23 changed between its resolution, which was  
 24 strange, because it was take to defer. Then  
 25 the next resolution was to take one year for

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1 each of noncompliance.  
 2 So it was kind of strange to see a vote  
 3 change within seconds, I guess, to no  
 4 deferment -- I'm sorry, six. I don't have my  
 5 glasses. I can't see it. So 6-3 was what the  
 6 resolution passed, and then it was 5-4 to take  
 7 -- to defer it. So it was close to deferring  
 8 it from the school board. And then the  
 9 Council passed it 9-0 to take no action.  
 10 MR. MELE:  
 11 Thank you.  
 12 MR. FOSTER:  
 13 Okay. And we're --  
 14 CHAIRMAN JONES:  
 15 Anything else? Mr. Nassar?  
 16 MR. NASSAR:  
 17 Yeah. So I think in the past, we've had  
 18 issues like this come up before, so we could  
 19 actually make a motion to reduce the term by  
 20 two years as per the resolution by the school  
 21 board and take no action on the police jury  
 22 and the sheriff; correct?  
 23 MS. JOHNSON:  
 24 We actually cannot do that because that  
 25 would change the term. You can't change the

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1 term of only a portion of the contract. That  
 2 would mean -- you couldn't change the  
 3 expiration date for only the school board  
 4 portion. So it's one or the other, I would  
 5 say, or whatever y'all decide.  
 6 MR. FOSTER:  
 7 And we're asking --  
 8 CHAIRMAN JONES:  
 9 Before we get into that debate -- I'm  
 10 sorry. Did you have something else?  
 11 MR. FOSTER:  
 12 And I didn't say it, but we're asking for  
 13 no penalty.  
 14 CHAIRMAN JONES:  
 15 All right. Nice to add, but we kind of  
 16 assumed that. All right.  
 17 MR. FONTENOT:  
 18 I just -- make sure.  
 19 CHAIRMAN JONES:  
 20 But before we get into, we have a couple  
 21 of other people that want to speak on this.  
 22 So unless you have something else to add?  
 23 Okay. We have a Mr. Billy Taylor from the  
 24 Livingston Parish Council.  
 25 MR. TAYLOR:

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1 Good morning. My name is Billy Taylor,  
 2 Livingston Parish Council, District 3.  
 3 CHAIRMAN JONES:  
 4 Great.  
 5 MR. TAYLOR:  
 6 So Gator Millworks has done amazing  
 7 things, not only just being part of the  
 8 Livingston Parish is that, I actually got to  
 9 attend a school function that they did there.  
 10 What they did was they brought all the kids  
 11 that are in the wood shop in high school and  
 12 brought them into their facility and showed  
 13 them the cutting edge technology that they're  
 14 producing, only stuff that's in Livingston  
 15 Parish that's not even on the east coast. Not  
 16 including the Council took a 9-0 vote of  
 17 elected officials to take no action, that's  
 18 what the council requests.  
 19 They -- I believe that they will be  
 20 finding one other person to become in  
 21 compliance with this. And I know that they're  
 22 working really hard to do that. And that's  
 23 just our opinion.  
 24 CHAIRMAN JONES:  
 25 Any questions?

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1 Thank you very much for being here today.  
 2 Okay. Next, we have a Mr. Ricky Goff.  
 3 MR. GOFF:  
 4 Forewarned, I talk a lot more than  
 5 anybody else. My name is Ricky Goff, I'm  
 6 Livingston Parish Council, District 7. To  
 7 kind of give a real quick synopsis, these  
 8 people put in for their ITEP early on when  
 9 there was no job requirements. Then, they  
 10 fell into a flood of 2016. Then, they had to  
 11 reapply. Then, they fell into what you're  
 12 stating today that I agree with a hundred  
 13 percent, which is kind of straightening up the  
 14 people to do and make a healthy company. So  
 15 then they fell into that category.  
 16 And they have been the mirror, the great  
 17 company that you want in your Parish and in  
 18 your District. Not only competing in market  
 19 across the Parish, across the nation, but  
 20 they're also giving back, as my fellow  
 21 councilman said, to the students. They're  
 22 doing that sort of so they could also get  
 23 something back out of those students when they  
 24 get out. So they're doing, I believe,  
 25 everything they humanly possibly can do.

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1 And they are in compliance. They've  
 2 filed their paperwork. They're doing their  
 3 due diligence. But, unfortunately, they have  
 4 found themselves at a flood, a COVID, and an  
 5 extremely tough market that's competitive for  
 6 a workforce. And I think our Governor sees  
 7 that and realizes that. So our Council, on  
 8 those reasons, voted 9-0 that we give them no  
 9 penalties because our door is open to  
 10 companies like this to be in our Parish for 25  
 11 years, stay in our Parish for 25 years.  
 12 So that being said, let's roll over to  
 13 the school board. I know that is tough for  
 14 some people, but our school board is in a  
 15 really tough, tight spot from a tax base  
 16 standpoint and they're getting a lot of  
 17 political pressure to do everything that they  
 18 can. So we had some school board members that  
 19 had a lot of strings pulled on their hearts on  
 20 what to do and what not to do and that's why  
 21 you saw the vote that it was.  
 22 So I simply ask you today that, you know,  
 23 take no action, let these people continue to  
 24 do what they're doing and, hopefully, others  
 25 will look at that as well. And, again, I say

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1 Livingston Parish's door is open to companies  
 2 of this nature. Thank you.  
 3 CHAIRMAN JONES:  
 4 Any questions for Mr. Goff?  
 5 MR. MELE:  
 6 So you have been in business for 25  
 7 years?  
 8 MR. GOFF:  
 9 They have, yes, sir.  
 10 MR. MELE:  
 11 Right.  
 12 MR. FOSTER:  
 13 Thirty, be 30 this month actually.  
 14 MR. GOFF:  
 15 Thirty.  
 16 MR. FOSTER:  
 17 Been in the Parish for a little over 25.  
 18 MR. GOFF:  
 19 And I want to restate one thing that he  
 20 said, he has not let anyone go from his  
 21 company with all the struggles that they've  
 22 had with COVID, the flood, putting people's  
 23 houses back together. All these people lived  
 24 in that community and probably, I don't know  
 25 what the percentage is, but if I had to guess,

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1 at least a minimum of 80 percent of them got  
 2 water in their house, but he didn't say, hey,  
 3 we can't put you to work. He said, come back  
 4 as soon as you can. So any questions?  
 5 CHAIRMAN JONES:  
 6 Mr. Nassar?  
 7 MR. NASSAR:  
 8 Yeah. At the proper time, I'd like to  
 9 make a motion.  
 10 CHAIRMAN JONES:  
 11 Okay. All right.  
 12 MR. GOFF:  
 13 Thank you very much.  
 14 CHAIRMAN JONES:  
 15 Thank you, Mr. Goff. Do we have anyone  
 16 here from the school board by any chance? I  
 17 did not get a card, but I wanted to give you  
 18 an opportunity to speak if you're here.  
 19 MR. MILLER:  
 20 Can I ask Mr. Foster a question?  
 21 CHAIRMAN JONES:  
 22 Absolutely. Mr. Foster, he has a  
 23 question.  
 24 MR. MILLER:  
 25 I'm looking at your website, incredible

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1 work by the way. Would you have any idea of  
 2 how many of your workers are Livingston Parish  
 3 school graduates?  
 4 MR. FOSTER:  
 5 I don't have that exact number, but it's  
 6 definitely probably 60, 70 percent.  
 7 MR. MILLER:  
 8 That's what I wanted to know. Thank you.  
 9 CHAIRMAN JONES:  
 10 Any other questions?  
 11 Do we -- Mr. Nassar, you have a motion to  
 12 make?  
 13 MR. NASSAR:  
 14 Yes, sir. I'd like to make a motion to  
 15 take no action.  
 16 CHAIRMAN JONES:  
 17 Okay. So we approve with no penalty?  
 18 MR. NASSAR:  
 19 Right. No action, no penalty.  
 20 CHAIRMAN JONES:  
 21 Okay. We have a motion, Mr. Nassar; a  
 22 second from Mr. Mele. All right. Any other  
 23 questions or comments from the Board?  
 24 MR. AMOSS:  
 25 Yeah, just a quick comment. I think this

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1 is the exact example of the type of businesses  
 2 in Louisiana that deserve leniency. And,  
 3 again, his employee base is 38. He had 62 W2s  
 4 issued in one year. We all know about the  
 5 issues that are going on in our state right  
 6 now, so I think this is a perfect example of a  
 7 take no action type of situation.  
 8 CHAIRMAN JONES:  
 9 Ms. Villa?  
 10 MS. VILLA:  
 11 Just a comment just for everyone here  
 12 today, I did have the honor to tour your  
 13 facility a couple years ago, I don't know if  
 14 you remember, but there was a contingency of  
 15 us that went out there. And it was a  
 16 beautiful facility in Livingston Parish, a new  
 17 facility. I can't remember how many years ago  
 18 you constructed it. But just the site, the  
 19 floor site walking through the mill and how  
 20 clean it was and the technology that he had in  
 21 place, and so thank you for your commitment to  
 22 Louisiana and for your employees that you  
 23 employ there, what you do in the community.  
 24 Thank you.  
 25 MR. FOSTER:

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1 Thank you.  
 2 CHAIRMAN JONES:  
 3 All right. We have a motion and a  
 4 second. Any other questions or comments?  
 5 Hearing none, all in favor, say aye.  
 6 ALL:  
 7 Aye.  
 8 CHAIRMAN JONES:  
 9 Any opposition?  
 10 There is none, the motion carries. Thank  
 11 you, Mr. Foster.  
 12 MR. FOSTER:  
 13 Thank you.  
 14 CHAIRMAN JONES:  
 15 Thank you for your investment in the  
 16 state.  
 17 MR. FOSTER:  
 18 Thank you.  
 19 CHAIRMAN JONES:  
 20 Thank you all for being here.  
 21 Next?  
 22 MR. USIE:  
 23 Next, we have one contract, 20200220, for  
 24 Gravois Aluminum Boats, LLC in St. Mary Parish  
 25 that is not compliant for the 2023 reporting

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1 period. The Exhibit A for the contract  
 2 requires the company create and maintain two  
 3 jobs with \$72,800 in payroll. The company  
 4 failed to submit their annual compliance by  
 5 the April 30, 2024 deadline. The Parish,  
 6 school board, Sheriff, nor City responded with  
 7 recommendations.  
 8 CHAIRMAN JONES:  
 9 Do we have anyone here from Gravois?  
 10 MR. MIGUEZ:  
 11 Mr. Chairman, I need to recuse myself  
 12 from Gravois.  
 13 CHAIRMAN JONES:  
 14 Thank you, Mr. Miguez. Anybody here from  
 15 Gravois Aluminum Boats? Well, Board, the  
 16 world is your oyster. We don't have the  
 17 applicant here.  
 18 REPRESENTATIVE ST. BLANC:  
 19 I'd like to make a motion to approve with  
 20 no penalty.  
 21 CHAIRMAN JONES:  
 22 Okay. We have a motion from Mr. St.  
 23 Blanc to approve with no penalty. We have a  
 24 second? We have a second from Mr. Remedies.  
 25 Any questions or comments from the Board?

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1 Ms. Villa?  
2 MS. VILLA:  
3 So, Hud, have we since received the  
4 compliance?  
5 MR. USIE:  
6 Yes, they have since recieved -- sent in  
7 the compliance. They were still noncompliant  
8 for the jobs and payroll, but they did submit  
9 it.  
10 CHAIRMAN JONES:  
11 And, notably, the locals have made --  
12 MR. USIE:  
13 No recommendations.  
14 CHAIRMAN JONES:  
15 -- defer to the Board.  
16 MR. USIE:  
17 Right.  
18 CHAIRMAN JONES:  
19 We have a motion and a second to approve  
20 with no penalty. Any questions or comments  
21 from the Board?  
22 Any comments from the public?  
23 Hearing none, all in favor, say aye.  
24 ALL:  
25 Aye.

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1 CHAIRMAN JONES:  
2 Any opposition?  
3 There is none, the motion carries.  
4 MS. JOHNSON:  
5 I have one contract for GUILDCO LLC,  
6 20180373 in St. Landry Parish. They're  
7 noncompliant for the 2022 and 2023 reporting  
8 periods. The Exhibit A for this contract  
9 requires the retention of 13 existing jobs and  
10 \$283,539 in payroll for the 2022 reporting  
11 period. They failed to submit their annual  
12 compliance by the 4/30/23 deadline. And for  
13 the 2023 reporting period, they also failed to  
14 submit annual compliance by the 4/30/24  
15 deadline.  
16 The Parish responded with a resolution  
17 recommending that the Louisiana Board of  
18 Commerce and Industry and/or LED adopt no  
19 remedial action for the alleged violations of  
20 program contract number 20180373-ITE, insofar  
21 as and only insofar as the failure of GUILDCO  
22 to meet the requirements of their contract for  
23 job creation, job retention, and/or annual  
24 payroll dictates. The school board and  
25 sheriff did not respond with recommendations.

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1 And they did file their compliance after  
2 the notices were sent to the locals notifying  
3 them that they were out of compliance for  
4 non-filing. And they did meet the 13 required  
5 retained jobs and the payroll.  
6 CHAIRMAN JONES:  
7 So this, essentially, comes to down to a  
8 late filing?  
9 MS. JOHNSON:  
10 Yes.  
11 CHAIRMAN JONES:  
12 Is that it?  
13 MS. JOHNSON:  
14 Yes.  
15 MR. REMEDIES:  
16 I have a question.  
17 CHAIRMAN JONES:  
18 Sure.  
19 MR. REMEDIES:  
20 It says in our packet that it's not  
21 received, but we've seen more than one --  
22 MS. JOHNSON:  
23 Right.  
24 MR. REMEDIES:  
25 -- that it had been received. Is it --

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1 MS. JOHNSON:  
2 So the locals were notified of the  
3 non-filing. And then, so when the locals  
4 reached out, I guess, and asked why they  
5 didn't file, they then filed.  
6 MR. REMEDIES:  
7 Yeah, but from seeing the date, the sheet  
8 was printed.  
9 MS. JOHNSON:  
10 Well, right, because that's what the  
11 locals were notified. That's the  
12 noncompliance. That's why -- that's the  
13 reason the locals were notified of the  
14 noncompliance.  
15 CHAIRMAN JONES:  
16 Let's back up. They failed to file. We  
17 notified -- the LED notified the locals and  
18 had already notified the company. When the  
19 locals notified the company what's going on,  
20 they filed their compliance report.  
21 Fortunately, they've met all their goals, so  
22 there's no reason not to file a compliance  
23 report other than, I'm presuming somebody  
24 here will explain it in a minute. But now  
25 that they have filed a compliance report,

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1 which came out before this report was created.  
 2 MS. JOHNSON:  
 3 Well, this is -- we provided the  
 4 information this way because that is what it  
 5 was reported to the locals as that is the  
 6 reason for their noncompliance.  
 7 CHAIRMAN JONES:  
 8 I'm with you.  
 9 MS. JOHNSON:  
 10 That's -- okay.  
 11 MR. REMEDIES:  
 12 My question is that, but as far as  
 13 administratively, how do we make a decision  
 14 based on all of the information? You know, we  
 15 just -- if we could get -- because this would  
 16 lead me to believe that they had still not  
 17 filed anything, you see what I'm saying. So  
 18 when you look at this and it says it's not  
 19 been received, and more than one time it had  
 20 been received, then we look at the applicant a  
 21 little bit differently than --  
 22 MS. JOHNSON:  
 23 No, because we already had notified them  
 24 that they were late and gave them additional  
 25 time to file as a late filing, and they still

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1 did not take that additional time, so we  
 2 considered it not received.  
 3 MR. REMEDIES:  
 4 But when we're making our decisions  
 5 today, based on this column being filled out  
 6 as not received, and that leads -- I don't  
 7 know about anyone else, but it would make me  
 8 think maybe they had not -- they were just  
 9 ignoring the request for that, which kind of  
 10 puts them in a different light.  
 11 CHAIRMAN JONES:  
 12 I agree with you, Mr. Remedies.  
 13 MR. REMEDIES:  
 14 And maybe it's not you guys, because you  
 15 don't create the template in which to put the  
 16 information in mass administration and  
 17 consider it as of yesterday or the day before  
 18 the meeting, we have what has been received.  
 19 CHAIRMAN JONES:  
 20 I think the way we can remedy the problem  
 21 is that we give the applicant an opportunity  
 22 to be here and we can clarify, as we have,  
 23 that they have now filed a compliance report  
 24 and so we can now have that information. We  
 25 didn't have it until now, but we now have it.

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1 We can -- we have now determined that they  
 2 didn't meet their jobs and payroll  
 3 requirements, so we know there's not a  
 4 compliance problem as far as the goals. So  
 5 what it really comes down to now is a late  
 6 filing problem. And so I think --  
 7 MS. JOHNSON:  
 8 I would --  
 9 CHAIRMAN JONES:  
 10 And so I think Mr. Remedies's point is he  
 11 wishes he'd known it before we got here today.  
 12 I don't know if there is some way to change  
 13 the template.  
 14 MS. JOHNSON:  
 15 Or maybe it's the matter might be or the  
 16 question could be, why did they not file it.  
 17 CHAIRMAN JONES:  
 18 No, I'm going to get them here and I'm  
 19 going to ask the questions.  
 20 MS. JOHNSON:  
 21 Okay.  
 22 CHAIRMAN JONES:  
 23 But I think the point is, is that when  
 24 the Board is reviewing this sheet and we're  
 25 seeing not received, not received, not

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1 received, we're thinking they've just ignored  
 2 us and that's one issue. If they -- if  
 3 it's -- if they ignore us for a period of time  
 4 but then file, that's another brick in the  
 5 wall if you will. And it's more information  
 6 that might be helpful if we can figure out  
 7 some way to put that in a form.  
 8 MS. VILLA:  
 9 Because what creates the noncompliance is  
 10 that they didn't file. And so that's what  
 11 you're seeing there is that that's what  
 12 created the noncompliance is we did not  
 13 receive a compliance report which then, you  
 14 know, then the system notifies them that they  
 15 were late, and then notifies the locals that  
 16 they were noncompliant. So that's what  
 17 created the noncompliance. So in between them  
 18 being noncompliant and today, they became --  
 19 they filed a report.  
 20 CHAIRMAN JONES:  
 21 Right. So do we have anybody here from  
 22 GUILDCO?  
 23 MS. VILLA:  
 24 So we have to basically tell the Board  
 25 why they're noncompliant and why they're on

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1 this sheet.  
2 MR. REMEDIES:  
3 Yes, ma'am. But my question was that,  
4 that it states in the last column, it says,  
5 compliance received date. And it's not  
6 received, which tells us they have not  
7 received anything for compliance for this  
8 applicant.  
9 MS. JOHNSON:  
10 So we did not and that's why we notified  
11 the locals and told the locals, hey, they're  
12 noncompliant, they never filed anything. And  
13 maybe the locals told them, hey, you should  
14 file this.  
15 MR. REMEDIES:  
16 And it's the best context to come up here  
17 in the meeting. And but what I'm looking for  
18 here --  
19 MS. JOHNSON:  
20 And previous --  
21 MR. REMEDIES:  
22 -- is has anything before, the day before  
23 the meeting -- I wonder if the packet is  
24 printed. I want to be fair.  
25 MS. JOHNSON:

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1 Okay.  
2 MR. REMEDIES:  
3 Could we, if they in fact submitted  
4 everything like we see in many cases today,  
5 what, we've exceeded the jobs requirement, we  
6 are sorry, we made a filing two days late, but  
7 we have exceeded everything.  
8 MS. VILLA:  
9 We could -- I mean we could potentially,  
10 like, put in -- but by the time that we --  
11 because these are produced a couple of weeks  
12 ahead.  
13 MR. REMEDIES:  
14 Sure. That's fine.  
15 MS. VILLA:  
16 So but that time, if we have received it,  
17 we can put a little notation that it's since  
18 been received, just like we do on other  
19 things, just a little asterisk or something to  
20 say that it's since been received.  
21 MR. REMEDIES:  
22 Yes.  
23 MS. VILLA:  
24 But they do have to go on the report  
25 because they were noncompliant and that was

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1 the reason they were noncompliant.  
2 MR. REMEDIES:  
3 Yes, ma'am. And I agree that should be  
4 on there, but maybe titled a little bit  
5 differently and the reason for the compliance.  
6 MS. VILLA:  
7 Yeah.  
8 CHAIRMAN JONES:  
9 All right. Again, do we have anybody  
10 here from GUILDCO?  
11 MR. MELE:  
12 I have a question.  
13 CHAIRMAN JONES:  
14 Yes, sir. Mr. Mele?  
15 MR. MELE:  
16 So on the timing of they're notified that  
17 they're noncompliant by the LED, they take no  
18 action, but then they -- then the letter goes  
19 out to the school board and whatnot and then  
20 they take action when they get contacted  
21 directly by them; is that correct?  
22 MS. JOHNSON:  
23 So their Exhibit A requires, all Exhibit  
24 As require annual compliance to be filed by  
25 April 30th of every year. And after

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1 April 30th passes, as a courtesy, Hud and I  
2 notify the people that don't file by  
3 April 30th, hey, we'll give you two months  
4 until, I think we've been giving them until  
5 June 29th, to file and we'll consider it late,  
6 but we will still review it. If you don't  
7 file by 6/29, we're notifying the locals that  
8 you did not file, and that's what happened  
9 here. So we notified the locals that these  
10 companies did not file their required annual  
11 compliance and that's why they are out of  
12 compliance.  
13 MR. MELE:  
14 Gotcha. I understand that part. So what  
15 I'm getting at is, is it fair to say that  
16 they're not being responsive to LED, but they  
17 were responsive to the locals? I mean, they  
18 could have just responded.  
19 MS. JOHNSON:  
20 I mean maybe the -- I couldn't speak for  
21 the company.  
22 CHAIRMAN JONES:  
23 That's what it feels like to me. We just  
24 don't know because there's nobody here to tell  
25 us. Okay. What's the pleasure of the Board

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1 today? We have, essentially, a late filing is  
 2 what it comes down to. They are compliant  
 3 with jobs and payroll. Once they filed their  
 4 compliance report -- and, guys, I'm just going  
 5 to tell you, for those of you who are  
 6 companies in the audience or those that are  
 7 representing companies in the audience, I  
 8 think you will perceive that, obviously, this  
 9 Governor and, in turn, this Board are going to  
 10 be relatively understanding of industry  
 11 issues. But, and I'm only one Board Member,  
 12 but I will tell you when industry -- we still  
 13 have a set of rules.  
 14 We still have a set of requirements that  
 15 this Board has approved. And when companies  
 16 ignore those rules or without -- I mean  
 17 there's always reasons and that's why we  
 18 want -- we bring companies up to explain. But  
 19 when they ignore the rules or flaunt the  
 20 rules, that tends to get on this Board  
 21 Member's under my skin. I don't know if it  
 22 bothers anybody else. But like I was telling  
 23 a Board Member earlier today, I don't like  
 24 filing my taxes, but I still do it by  
 25 April 15th because I know that there is

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1 consequences if I don't. I may not like it  
 2 any better, but I still do it.  
 3 MS. JOHNSON:  
 4 Can I mention?  
 5 CHAIRMAN JONES:  
 6 Of course.  
 7 MS. JOHNSON:  
 8 Our practice was that we were not even  
 9 going to review these after they were -- after  
 10 they were deemed noncompliant due to  
 11 non-filing. But the first one we brought to  
 12 this Board, Board Members wanted to know if  
 13 they were in compliance with the jobs and  
 14 payroll or not, regardless of the non-filing  
 15 or not, so that's why we have been reviewing  
 16 them, but it's not noncompliant due to  
 17 non-filing.  
 18 CHAIRMAN JONES:  
 19 I'm just -- again, this is just me, but  
 20 I'm conflicted on this one because they did,  
 21 they ignored LED, they're not here today to  
 22 explain and that, frankly, bothers me. I  
 23 would prefer they came here and they explained  
 24 and it was a legitimate explanation of why  
 25 they didn't file it. Then, I hear it, I

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1 listen, I want to hear what that is. But if  
 2 they don't think enough of the program to come  
 3 in and defend the compliance action, that's  
 4 problematic for me, but that's just me.  
 5 Mr. Remedies?  
 6 MR. REMEDIES:  
 7 And I would say, I would agree with that.  
 8 It makes their job extremely difficult when  
 9 they don't get the compliance. But even my  
 10 office, which is a small office, it's not a  
 11 corporation, but there may be times there are  
 12 things that get sent through the mail that may  
 13 get put on the wrong person's desk, may get  
 14 put in the paper shredder. And so if we're  
 15 rewriting the rules, maybe we would consider  
 16 some sort of standard penalty to even consider  
 17 that, and then we wouldn't have to jeopardize  
 18 if they had been in fact they were in  
 19 compliance in that period and can prove it.  
 20 But just to make it -- streamline the process  
 21 a little more.  
 22 CHAIRMAN JONES:  
 23 That's what we're hoping to do.  
 24 MR. REMEDIES:  
 25 Okay.

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1 MR. WHEELIS:  
 2 And payroll taxes, there's a late filing  
 3 fee.  
 4 MR. REMEDIES:  
 5 Exactly.  
 6 MR. WHEELIS:  
 7 (Inaudible). They had that penalty for  
 8 late filing, but we decided then based on did  
 9 they meet the requirements of the program or  
 10 not what our action is, but a late filing fee,  
 11 to me, would not be unreasonable and then  
 12 there are no questions.  
 13 CHAIRMAN JONES:  
 14 And we have -- some of the rules -- the  
 15 later rules have that. The 2018 Rules have  
 16 the one-year penalty for late filing.  
 17 MS. JOHNSON:  
 18 I don't think we have assessed fees.  
 19 CHAIRMAN JONES:  
 20 Well, we'll cross that bridge when we get  
 21 to it. But I think the point is, if people  
 22 understand the penalty for failure, perhaps it  
 23 becomes more meaningful. So we can -- we'll  
 24 take a look at that.  
 25 But at any rate, what is the pleasure of

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1 the Board on GUILDCO, LLC? We have a late  
 2 filing, they're not here to defend, how do you  
 3 want to handle it?  
 4 MR. REMEDIES:  
 5 I make a motion that we take no action.  
 6 Approve and take no action.  
 7 CHAIRMAN JONES:  
 8 We have a motion to approve and take no  
 9 action. Do I have a second?  
 10 MR. WHEELIS:  
 11 Second.  
 12 CHAIRMAN JONES:  
 13 Second, Mr. Wheelis. Any questions or  
 14 comments from the Board?  
 15 Hearing none, any comments from the  
 16 public?  
 17 There being none, all in favor, say aye.  
 18 ALL:  
 19 Aye.  
 20 CHAIRMAN JONES:  
 21 Any opposed? That was a real weak -- I'm  
 22 going to ask for a vote again, because I heard  
 23 about three voices. All in favor, say aye.  
 24 ALL:  
 25 Aye.

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1 CHAIRMAN JONES:  
 2 Any opposed?  
 3 There is no opposition, the motion  
 4 carries. All right. Thank you.  
 5 Next?  
 6 MR. USIE:  
 7 Next, we have one contract, 20200058 for  
 8 Kitchen MAJGEK, LLC - Ren's Kitchen in  
 9 Lafayette Parish that is noncompliant for the  
 10 2022 reporting period. The Exhibit A for the  
 11 contract requires the company create and  
 12 maintain 50 jobs with \$1,040,000 in payroll.  
 13 The actual jobs created and maintained was  
 14 zero. No jobs and payroll could be  
 15 considered, because on the certificate of  
 16 compliance form, the company confirmed that no  
 17 basic health benefits plan was offered to  
 18 employees, which is a requirement in order to  
 19 be considered a new job as defined in the  
 20 Exhibit A agreement.  
 21 The Parish, the school board, nor the  
 22 Sheriff responded with recommendations.  
 23 CHAIRMAN JONES:  
 24 So this is an issue of, they met their  
 25 jobs and payroll numbers, but the jobs that

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1 they provided did not have the benefits that  
 2 the contract requires.  
 3 MR. USIE:  
 4 They still didn't meet their jobs and  
 5 payroll.  
 6 CHAIRMAN JONES:  
 7 They still didn't meet --  
 8 MR. USIE:  
 9 They were short. Regardless, none of the  
 10 jobs could count because they didn't offer the  
 11 health benefits plan.  
 12 CHAIRMAN JONES:  
 13 Okay. Do we have someone here from  
 14 Kitchen MAJGEK? Would you state your name and  
 15 your position with the company, please?  
 16 MR. TWILLEY:  
 17 Good morning. My name is Russell  
 18 Twilley, I'm the General Manager of Kibberria  
 19 Foods for Kitchen MAJGEK.  
 20 CHAIRMAN JONES:  
 21 Great. So just, what do you manufacture?  
 22 MR. TWILLEY:  
 23 We're a food manufacturing plant.  
 24 CHAIRMAN JONES:  
 25 Food manufacturing. Okay. Got it. Tell

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1 us what's going on here.  
 2 MR. TWILLEY:  
 3 So when we initially bid the 2020  
 4 application, we built the facility in  
 5 Lafayette, Louisiana to support our sister  
 6 facility in Connecticut. They have regional  
 7 distribution for Whole Foods. And so,  
 8 obviously, as y'all are aware, in 2020 and  
 9 2021, struggling with the pandemic, so we made  
 10 the strategic business decision to control  
 11 growth. And by doing that, we did not meet  
 12 our jobs or our payroll application.  
 13 We also did not offer health benefits.  
 14 And for those reasons, that's why we did not  
 15 meet the 2022.  
 16 CHAIRMAN JONES:  
 17 So the jobs and payroll issue during  
 18 COVID, I understand from the perspective that  
 19 it's -- did you have difficulty filling the  
 20 jobs or was it the --  
 21 MR. TWILLEY:  
 22 No, it was a strategic decision. We  
 23 decided to learn due to the strategic -- I  
 24 mean due to the complex environment of  
 25 learning supply chains and changes, we did not

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1 want to tarnish the relationship with our  
 2 facility in Connecticut because, obviously, if  
 3 we decided to go after that distribution down  
 4 here, which is what the facility was built  
 5 for, if we had any of the missed steps down  
 6 here, that would affect them in Connecticut.  
 7 So we decided to focus on local markets.  
 8 We actually went out to Rouse's Foods, we  
 9 started that. We have five products. We've  
 10 grown that over the last two years upwards of  
 11 20 across several of their different divisions  
 12 and across all their entire grocery store  
 13 chain network. So we've grown. It's just we  
 14 made the strategic decision that rather than  
 15 go after the larger market, we want to learn  
 16 the local markets here, learn the business,  
 17 learn supply chains, and then from there, go  
 18 after the certifications we would need to go  
 19 get the Whole Foods Distribution.  
 20 CHAIRMAN JONES:  
 21 All right. Just, again, context, how  
 22 many employees do you have total?  
 23 MR. TWILLEY:  
 24 Right now, we have 20 employees.  
 25 CHAIRMAN JONES:

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1 Okay. And when you started, I know you  
 2 started in 2020, was it a startup company  
 3 essentially?  
 4 MR. TWILLEY:  
 5 Down here, it was, but we have one  
 6 facility in Connecticut.  
 7 CHAIRMAN JONES:  
 8 Okay. So you made the strategic decision  
 9 to limit employee growth and, therefore,  
 10 payroll.  
 11 MR. TWILLEY:  
 12 Yes.  
 13 CHAIRMAN JONES:  
 14 And then I take it, you made the decision  
 15 to save money to reduce the health benefits  
 16 for your employees; is that correct?  
 17 MR. TWILLEY:  
 18 Yes.  
 19 CHAIRMAN JONES:  
 20 Did you understand at the time that that  
 21 jeopardized your ITEP contract?  
 22 MR. TWILLEY:  
 23 I did not at the time.  
 24 CHAIRMAN JONES:  
 25 And -- and I'm -- this is going to sound

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1 like I'm -- I'm not trying to be as pejorative  
 2 as it's going to sound, but how did you not  
 3 know that?  
 4 MR. TWILLEY:  
 5 Because I was the one that did the filing  
 6 and I was not employed when the original  
 7 application was submitted.  
 8 CHAIRMAN JONES:  
 9 Okay.  
 10 MR. TWILLEY:  
 11 So it was a misunderstanding on me.  
 12 CHAIRMAN JONES:  
 13 So -- okay. So I'm presuming now with  
 14 this issue has arisen that you now understand  
 15 what the contract requires; is that correct?  
 16 MR. TWILLEY:  
 17 Yes, sir.  
 18 CHAIRMAN JONES:  
 19 What is the path forward?  
 20 MR. TWILLEY:  
 21 So the path forward is we've made moves  
 22 to get this third-party food certification  
 23 that will allow us to get distribution for  
 24 Whole Foods. And with that, that's why the  
 25 plant was originally created, and that would

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1 get us to our 50-employee goal and our actual  
 2 payroll as well. We're finalizing those steps  
 3 now.  
 4 We're hoping, in 2025, that we'll be able  
 5 to open that distribution in the beginning of  
 6 the year. And that's going from Texas all the  
 7 way to Florida. So that's originally why the  
 8 plant was built down here to support  
 9 nationwide distribution.  
 10 CHAIRMAN JONES:  
 11 At what point do you intend to  
 12 reintroduce the health benefits to your  
 13 employees?  
 14 MR. TWILLEY:  
 15 They've been reintroduced.  
 16 CHAIRMAN JONES:  
 17 They have been?  
 18 MR. TWILLEY:  
 19 Yes, sir.  
 20 CHAIRMAN JONES:  
 21 When were they?  
 22 MR. TWILLEY:  
 23 In 2023.  
 24 CHAIRMAN JONES:  
 25 In 2023?

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1 MR. TWILLEY:  
2 Yes, sir.  
3 MR. WHEELIS:  
4 Okay. Is a portion of that premium  
5 company paid or is that all employee paid?  
6 MR. TWILLEY:  
7 It is employee paid.  
8 CHAIRMAN JONES:  
9 And that -- okay. How does that -- how  
10 did that save you money if it was employee  
11 paid?  
12 MR. TWILLEY:  
13 It was a -- I don't know, it was just a  
14 plan. We didn't actually have any -- we  
15 offered it and they didn't take any of the  
16 benefits.  
17 CHAIRMAN JONES:  
18 I'm sorry?  
19 MR. TWILLEY:  
20 So we offered it, but they didn't take  
21 any of the benefits.  
22 CHAIRMAN JONES:  
23 Oh, so the employees did not take  
24 advantage of the benefits, so you didn't see  
25 any reason to continue to offer it.

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1 MR. WHEELIS:  
2 Is the contract requirement that it be  
3 offered or that the company pay part of it?  
4 CHAIRMAN JONES:  
5 That's a really good question.  
6 MR. USIE:  
7 Just that it's offered. And the company  
8 certifies that it was offered to employees,  
9 not that the employees actually took advantage  
10 of it.  
11 MR. WHEELIS:  
12 Even if it's 100 percent employee funded,  
13 that's the requirement?  
14 MR. USIE:  
15 The requirement just states offered in  
16 the Exhibit A.  
17 MR. WHEELIS:  
18 So you offered it during the years --  
19 MR. TWILLEY:  
20 2023.  
21 MR. WHEELIS:  
22 But had no takers at all?  
23 MR. TWILLEY:  
24 Correct.  
25 CHAIRMAN JONES:

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1 Okay. Let's drill down on that just a  
2 little bit. So the noncompliant year is 2022?  
3 MR. TWILLEY:  
4 Yes, sir.  
5 CHAIRMAN JONES:  
6 When did you cancel the health benefits?  
7 MR. TWILLEY:  
8 Oh, they just, they weren't offered in  
9 2022.  
10 CHAIRMAN JONES:  
11 I know, but you offered it in 2020,  
12 right? I mean, when you started, when you  
13 started the company, did you offer them?  
14 MR. TWILLEY:  
15 I -- I -- I don't believe they were ever  
16 offered.  
17 CHAIRMAN JONES:  
18 So you never offered them, but you don't  
19 know whether people were taking advantage --  
20 they couldn't take advantage of them if you  
21 didn't offer them; right?  
22 MR. TWILLEY:  
23 Correct.  
24 SENATOR MIZELL:  
25 Could I ask something about the

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1 Connecticut? I want to understand a little  
2 bit of the connection. You still have a  
3 business in Connecticut?  
4 MR. TWILLEY:  
5 Yes, ma'am.  
6 SECRETARY BOURGEOIS:  
7 Do they get health insurance, the  
8 employees in Connecticut?  
9 MR. TWILLEY:  
10 I'm not aware. I'm not sure.  
11 MR. WHEELIS:  
12 You're one company or --  
13 MR. TWILLEY:  
14 We're two separate companies. It's two  
15 different LLCs, but we're under the same DBA,  
16 same brand name.  
17 MR. REMEDIES:  
18 And what year did you come on board with  
19 the company?  
20 MR. TWILLEY:  
21 In 2022.  
22 MR. REMEDIES:  
23 In 2022. So you've been here for two  
24 years?  
25 MR. TWILLEY:

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1 Yes, sir.  
 2 CHAIRMAN JONES:  
 3 Okay. I'm scratching my head over this  
 4 one because, essentially, as I've been, again,  
 5 correct me if my understanding is incorrect or  
 6 incomplete, it sounds like you never offered  
 7 health benefits from the inception. And that,  
 8 to me, is real problematic because that's a --  
 9 guys, that's just a basic requirement of every  
 10 company that signs an ITEP contract. And  
 11 meeting jobs and payroll, I get that, that's  
 12 economy, but this is a health benefit that is  
 13 not an employee cost, it's an employee  
 14 benefit.  
 15 So I'm wrestling with -- we have someone  
 16 who simply refused or failed -- and I don't  
 17 mean to, again, be judgmental, but failed to  
 18 follow the contract. And I don't -- and  
 19 that's such a basic requirement of the  
 20 contract. I don't know how you enter a  
 21 contract of that magnitude without  
 22 understanding the requirements of the  
 23 contract.  
 24 MR. DOSS:  
 25 Mr. Chairman, have you had a situation

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1 before like this?  
 2 CHAIRMAN JONES:  
 3 I don't remember one. I don't remember  
 4 one. This is -- that's why I'm wrestling with  
 5 this. This is new to me. Because we -- the  
 6 jobs and payroll, I've been doing this for 16  
 7 years now, but the jobs and payroll, we've  
 8 dealt with the last eight years and I think  
 9 we've learned how to deal with that, but we  
 10 have someone who simply didn't meet the basic  
 11 requirements of the contract. This is brand  
 12 new to me.  
 13 So I'm -- we're all going to figure this  
 14 out together as a Board. But the fate -- and  
 15 this is where, again, my personal bias  
 16 perhaps, but one of the requirements, I feel  
 17 this way under Quality Jobs, I feel this way  
 18 under this portion of the ITEP contracts, it's  
 19 not just about a benefit to the company. One  
 20 of the things we're asking from the company is  
 21 that you provide good jobs to our employees.  
 22 We hope you're employing Louisiana people and  
 23 you're going to provide these jobs to our  
 24 Louisiana people. We hope you're going to  
 25 provide jobs that are quality jobs that have

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1 benefits, that have certain hours, that meet  
 2 certain basic requirements. Otherwise, we're  
 3 going to be a state of call centers.  
 4 And there's nothing wrong with call  
 5 centers, but they're 30-hour a week jobs with  
 6 no health benefits. And so somebody has got  
 7 to provide health insurance to these people.  
 8 So I'm -- this one is a little tougher for me  
 9 from the perspective because, to me, the  
 10 insurance -- and as Hud points out, it's not a  
 11 matter that you have to provide it for  
 12 everybody, but you're going to have to provide  
 13 it. And making a provision for the insurance  
 14 is, to me, a critical part of the contract.  
 15 MR. REMEDIES:  
 16 Mr. Chairman?  
 17 CHAIRMAN JONES:  
 18 Yes.  
 19 MR. REMEDIES:  
 20 I would like for a little bit of context.  
 21 If they applied in 2020, and I know with my  
 22 business, there were several things during  
 23 that period that we were just looking to keep  
 24 the doors open and be around when the pandemic  
 25 went away. And so I'm not suggesting what

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1 they did or their intentions were good, but if  
 2 we take that into context that they make this  
 3 application and they began to hire people and  
 4 then COVID hits, and then they have to try to  
 5 figure out how they can just weather the storm  
 6 long enough. And then also one other thing  
 7 that I'd like to mention is that, in 2022,  
 8 they did begin to offer the benefits.  
 9 CHAIRMAN JONES:  
 10 2023.  
 11 MR. TWILLEY:  
 12 Yes, sir.  
 13 MR. REMEDIES:  
 14 Oh, it was '23. So some time period,  
 15 they did offer the benefits.  
 16 CHAIRMAN JONES:  
 17 But they're not up for compliance in  
 18 2023.  
 19 MR. REMEDIES:  
 20 Yeah.  
 21 CHAIRMAN JONES:  
 22 This is 2021 and '22. They had three  
 23 years. And I get it, Mr. Remedies, I agree  
 24 with you. On the COVID stuff, I get the  
 25 impact on jobs and payroll. That makes sense

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1 to me. But not offering the basic benefit  
2 that has no cost to the company --  
3 MR. REMEDIES:  
4 Yeah, yeah. That's --  
5 CHAIRMAN JONES:  
6 -- that's problematic.  
7 MR. WHEELIS:  
8 And was it a known issue at the  
9 beginning?  
10 CHAIRMAN JONES:  
11 Or should have been. And I understand --  
12 I forget your last name again.  
13 MR. TWILLEY:  
14 Twilley.  
15 CHAIRMAN JONES:  
16 I'm sorry, Mr. Twilley. Mr. Twilley was  
17 not there in 2020; is that correct?  
18 MR. TWILLEY:  
19 Correct.  
20 CHAIRMAN JONES:  
21 So he took over an organization that  
22 apparently, never offered the benefit. And  
23 the people who were there are not here today.  
24 We don't know why they chose not to offer the  
25 benefits or why they apparently bothered not

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1 to read the contract, but that's where we are.  
2 MR. WHEELIS:  
3 First confusion, settle the ownership of  
4 Connecticut company and Louisiana company, are  
5 they partners or sisters?  
6 MR. TWILLEY:  
7 Well, it's a sister facility.  
8 MR. WHEELIS:  
9 You're what?  
10 MR. TWILLEY:  
11 It's a sister facility.  
12 MR. WHEELIS:  
13 So they have no ownership in your  
14 company?  
15 MR. TWILLEY:  
16 No, they do not.  
17 CHAIRMAN JONES:  
18 This is a Louisiana-owned.  
19 MR. TWILLEY:  
20 It's Louisiana-owned.  
21 CHAIRMAN JONES:  
22 Louisiana-owned.  
23 MR. TWILLEY:  
24 Yes, sir.  
25 CHAIRMAN JONES:

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1 Your relationship to the Connecticut  
2 company --  
3 MR. TWILLEY:  
4 It's just family, family-based family  
5 company.  
6 CHAIRMAN JONES:  
7 Got it.  
8 MR. WHEELIS:  
9 Payroll is there for them?  
10 MR. TWILLEY:  
11 Correct.  
12 MR. WHEELIS:  
13 Here for you.  
14 MR. TWILLEY:  
15 That's correct.  
16 MR. WHEELIS:  
17 And so it has no bearing on the one in  
18 Connecticut?  
19 MR. TWILLEY:  
20 It was just a decision to protect the  
21 brand. So instead of going after the entire  
22 regional distribution from Texas to Oklahoma,  
23 we decided to control growth and learn the  
24 manufacturing process in Louisiana and grow  
25 the business organically using Louisiana local

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1 customers. So that's why we chose Rouse's as  
2 our first customer.  
3 CHAIRMAN JONES:  
4 Mr. Miller?  
5 MR. MILLER:  
6 With that being said, to grow, can you --  
7 I think you said it earlier, but there's been  
8 a lot of discussion, but it might have been  
9 forgotten. Can you tell us what the  
10 conditions, I guess, of your company are  
11 today, the growth rate, stability, number of  
12 employees, payroll, things like that,  
13 expectation going forward?  
14 MR. TWILLEY:  
15 Yes. So we had, in 2022, we had 8  
16 employees and about \$208,000 in payroll. In  
17 '23, we've grown that to 17 with about 350.  
18 And now in 2024, we're up to 20 employees  
19 with, hopefully, continued growth up to 50  
20 employees in 2025, but that's all contingent  
21 on the certification that we need to get to  
22 allow distribution for Whole Foods, which is  
23 why the facility was built down here. So  
24 that's the reasoning behind such the small  
25 numbers and small growth.

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1 CHAIRMAN JONES:  
2 Okay. What is the pleasure of the Board?  
3 Ms. Simmons, we still have a quorum,  
4 don't we?  
5 MS. SIMMONS:  
6 Uh-huh.  
7 MR. AMOSS:  
8 I'll make a motion to reduce the term by  
9 one year.  
10 CHAIRMAN JONES:  
11 Okay. We have a motion by Mr. Amoss to  
12 approve but reduce the term by one year. We  
13 have a second from Mr. Moss. And whatever the  
14 decision of the Board, please understand that  
15 you will be required to have health insurance  
16 from now on.  
17 MR. TWILLEY:  
18 Yes, sir.  
19 CHAIRMAN JONES:  
20 It's not made -- has not been made  
21 abundantly clear, you know, because that what  
22 your -- your future compliance reports will  
23 still require that reporting, so.  
24 MR. AMOSS:  
25 My thought process is it's great that the

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1 company is growing now. But I agree with you,  
2 Mr. Chairman, that not offering the health  
3 insurance benefits from the beginning is a  
4 real issue and it goes to the core of this  
5 program for Louisiana.  
6 CHAIRMAN JONES:  
7 Thank you, Mr. Amoss.  
8 All right. We have a motion and a  
9 second. Any other questions or comments from  
10 the Board?  
11 Hearing none, any comments from the  
12 public?  
13 There being none, all in favor, say aye.  
14 ALL:  
15 Aye.  
16 CHAIRMAN JONES:  
17 Any opposition?  
18 There is none, the motion carries. Thank  
19 you, Mr. Twilley.  
20 MR. TWILLEY:  
21 Thank you.  
22 MR. USIE:  
23 Next, we have one contract, 20190204 for  
24 ToMakk Glass Partners, LLC in Caddo Parish  
25 that is noncompliant for the 2022 reporting

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1 period. The Exhibit A for the contract  
2 requires the company create and maintain 50  
3 jobs with \$2,100,000 in payroll. The actual  
4 jobs and payroll created and maintained was 13  
5 jobs and \$721,750 in payroll. The filing was  
6 also received late. It was due April 30,  
7 2023, but not received until June 29, 2023,  
8 upon notice of the missed deadline by LED.  
9 The Parish, the Sheriff, and the City did  
10 not respond with recommendations. The school  
11 board sent in a recommendation stating to not  
12 penalize and have the exemption remain in  
13 place.  
14 CHAIRMAN JONES:  
15 Do we have someone here from ToMakk Glass  
16 Partners? Please state your name and position  
17 for the company, please.  
18 MR. HARGETT:  
19 My name is Clay Hargett and I'm the Sales  
20 Manager in Product Development at Glaz-Tech  
21 Industries in Shreveport. Formerly, the  
22 company was ToMakk Glass Partners when the  
23 application was initially filed and then  
24 approved, but we recently got acquired by  
25 Glaz-Tech Industries, who also has a location

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1 in Baton Rouge. They're a larger competitor  
2 and we transferred the -- our eligibility in  
3 the program to Glaz-Tech.  
4 CHAIRMAN JONES:  
5 Okay. Thank you for that explanation.  
6 And, obviously, you make glass, but what is  
7 your -- you make plate glass?  
8 MR. HARGETT:  
9 Yeah, thanks for asking. We're a glass  
10 fabricator. Our model is business to  
11 business. We make temporary safety glass,  
12 insulated glass units, and heavy frame-less  
13 shower enclosures. And our location in  
14 Shreveport is the first location to temper  
15 safety glass in the history of northwest  
16 Louisiana, and they compete against some  
17 really large companies out of Dallas.  
18 To put it into perspective, there's 14 or  
19 15 tempering ovens in Dallas and there's one  
20 in northwest Louisiana. And they know we're  
21 there. That's for sure.  
22 CHAIRMAN JONES:  
23 All right. So tell me what happened  
24 between 2021 and 2022.  
25 MR. HARGETT:

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1 Well, you see there, we had about 13 jobs  
 2 of the initial 50. And so when we filed  
 3 Exhibit A, that was precoded. We started the  
 4 company as COVID was hitting China.  
 5 So then, as you mentioned earlier,  
 6 Mr. Jones, manufacturing is all about  
 7 efficiency and agility and staying alive and  
 8 manufacturing and that's what we did to  
 9 weather the storm. We were reevaluating the  
 10 total jobs that we thought we could be  
 11 successful with and keep the doors open. And  
 12 so we think the number is going to be around  
 13 30 to 35.  
 14 The last two years in a row, we've had 30  
 15 to 35 on any given day on staff. And we filed  
 16 north of 35 in terms of W2s each year. The  
 17 problem is, the reason we have 13 recorded for  
 18 2023 is the turnover. We had a lot of  
 19 turnover. There's another Board Member that  
 20 asked about stability of the labor pool and,  
 21 you know, we battled that for quite a bit.  
 22 2022 and 2023, seen a lot more stability  
 23 in the labor pool in Caddo Parish right now.  
 24 Many of our employees went to school in the  
 25 parish and they live really right around the

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1 corner. We're positioned in a neighborhood  
 2 called Southern Hills in Shreveport. And so,  
 3 I will say that we when we approached the  
 4 taxing entities for the 2023 noncompliance,  
 5 one of the positive things about -- there's  
 6 many positive things about the ITEP program,  
 7 but one is it brings the narrative of industry  
 8 to the local taxing bodies, and those boards  
 9 are sometimes composed of lay people and/or  
 10 professionals. And it really helps educate  
 11 the community and to spur the local economy.  
 12 Even though we're getting a tax  
 13 incentive, it really brings the community  
 14 together and helps to fortify the local  
 15 economy. But, clearly, this Board and the  
 16 Legislators saw that in this program that I'm  
 17 kind of living proof that it's there. So we  
 18 had great conversations with the school board.  
 19 They were very supportive of our story and  
 20 where we are today. And I think that -- I'm  
 21 pretty confident in terms of where we are  
 22 today.  
 23 We're going to revise Exhibit A and  
 24 resubmit for about 35 jobs, and that will put  
 25 us somewhere around a million and a half or so

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1 in total payroll. And the fact that we were  
 2 acquired by a company who has another location  
 3 in Baton Rouge, that makes two locations from  
 4 one company in Louisiana. And these products  
 5 service companies like Gator Millwork, and  
 6 we've sold them some glass over time, a great  
 7 company and great partner to do business with.  
 8 And just so you guys know, the millwork  
 9 niche of the construction economy, you know,  
 10 the millwork that comes out of Baton Rouge and  
 11 New Orleans, it's shipped nationwide. It's  
 12 really interesting type of work and it's very  
 13 high-end type of products. And it takes a  
 14 company that can pay attention to detail and  
 15 hire the right people and educate them and  
 16 instill the right values in them to take  
 17 ownership in their work and look for quality  
 18 control and be responsible and make good  
 19 decisions day in and day out. They can make  
 20 products to stand up for projects like Gator  
 21 Millworks puts in play.  
 22 And so, you know, it's definitely been a  
 23 grind, especially combating the instability of  
 24 the labor pool. But like I said, as of this  
 25 year, we're seeing a lot more stability in the

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1 labor pool. We're pretty confident our  
 2 revised total jobs will be 35 so that we can  
 3 be compliant going forward with this  
 4 post-COVID model. And that's pretty much the  
 5 story today.  
 6 CHAIRMAN JONES:  
 7 Very good. Thank you. I'm glad to hear  
 8 you're looking to amend the contract. It  
 9 looks like, based on what you're telling me,  
 10 that that's the right move and that happens.  
 11 So I think that's an appropriate move.  
 12 So you've heard the story to the Board,  
 13 is there any questions from the Board of  
 14 Mr. Hargett?  
 15 Do we have a motion?  
 16 REPRESENTATIVE ST. BLANC:  
 17 I make a motion.  
 18 CHAIRMAN JONES:  
 19 A motion to approve without penalty, Mr.  
 20 St. Blanc, a second from Mr. Remedies. Any  
 21 questions or comments from the Board?  
 22 Hearing none, any comments from the  
 23 public?  
 24 Hearing none, all in favor, say aye.  
 25 ALL:

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1 Aye.  
2 CHAIRMAN JONES:  
3 Any opposition?  
4 There is none, the motion carries.  
5 MR. HARGETT:  
6 Many thanks.  
7 CHAIRMAN JONES:  
8 Thank you. Appreciate your work.  
9 MR. HARGETT:  
10 Thank you.  
11 MR. USIE:  
12 Last, we have one contract, 20190281 for  
13 Tri-State Industries of Louisiana, LLC in  
14 Rapides Parish that is noncompliant for the  
15 2022 and 2023 reporting periods. The Exhibit  
16 A for the contract requires the company to  
17 retain 23 jobs with \$751,164 in payroll. The  
18 2022 reporting period, the actual jobs and  
19 payroll created -- payroll maintained was 18  
20 jobs with \$783,727 in payroll. The filing was  
21 also received late. It was due April 30th of  
22 2023, but not received until June 29, 2023,  
23 upon notification by LED of the missed  
24 deadline. For the 2023 reporting period, the  
25 company did not file their annual compliance

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1 by the April 30, 2024 deadline.  
2 CHAIRMAN JONES:  
3 Thank you. Do we have anybody here from  
4 Tri-State Industries?  
5 MR. SMITH:  
6 Good morning.  
7 CHAIRMAN JONES:  
8 State your name.  
9 MR. SMITH:  
10 Robert Smith, Tri-State Industries,  
11 General Manager.  
12 CHAIRMAN JONES:  
13 I'm sorry, sir, your name?  
14 MR. SMITH:  
15 Robert Smith.  
16 CHAIRMAN JONES:  
17 Robert Smith. Okay, Mr. Smith. Great.  
18 Tell us what's going on here, Mr. Smith, in  
19 2022 and 2023.  
20 MR. SMITH:  
21 In '22, '23, the owner of the company  
22 where all these emails were directed to has  
23 retired since then. We were unaware that  
24 they were going directly to him and have since  
25 rectified this issue. Now, the person that

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1 was over this project was unaware and had been  
2 working with LED throughout the 2023 season  
3 and has been going back and forth on whether  
4 or not they were checking the right box and  
5 paying the penalties and trying to move  
6 forward and making sure that we were doing  
7 everything on time for this.  
8 CHAIRMAN JONES:  
9 Okay. That explains the late filing.  
10 Going back to our earlier point, Hud, on this  
11 one, I see in 2023, they have not received --  
12 MR. USIE:  
13 They have submitted it since.  
14 CHAIRMAN JONES:  
15 They have submitted it now. Do we still  
16 have a job and payroll compliance issue?  
17 MR. USIE:  
18 Yes. They met the jobs. They've had 23  
19 jobs with \$1,034,144 in payroll.  
20 CHAIRMAN JONES:  
21 Okay.  
22 MR. USIE:  
23 So they were compliant.  
24 CHAIRMAN JONES:  
25 Okay. So, essentially, we have a jobs

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1 and -- a jobs problem, not a payroll problem  
2 in 2022; is that correct?  
3 MR. USIE:  
4 Yes.  
5 CHAIRMAN JONES:  
6 And then in 2023, late filing, but they  
7 have met jobs and payroll?  
8 MR. USIE:  
9 Yes.  
10 CHAIRMAN JONES:  
11 Is that accurate?  
12 MR. USIE:  
13 Yes.  
14 CHAIRMAN JONES:  
15 Good. That helps me get it clear in my  
16 mind. All right.  
17 MR. MILLER:  
18 What's your payroll, I mean current job  
19 count and payroll?  
20 MR. SMITH:  
21 Yes, sir, we're at 33 jobs this year, and  
22 current payroll should be around 1.5.  
23 MR. MILLER:  
24 All right.  
25 MR. SMITH:

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1 We're a steel manufacturing company. We  
 2 are direct support for a tank car industry  
 3 that moved out of Chicago. And through that  
 4 time, through 2019 through '22, unknowing to  
 5 us, they changed their business model and  
 6 closed one of their manufacturing facilities  
 7 down in Houston. Luckily, they kept the one  
 8 in Alexandria opened, which allowed us to just  
 9 further support them.  
 10 And that's what we've been doing and  
 11 attempting to continue to build up and support  
 12 them in this ever-changing environment of  
 13 manufacturing. Since then, like this past  
 14 year, we've just put in over a \$1.2 million  
 15 piece of equipment to help further drive down  
 16 our costs, drive up technology in our area and  
 17 grow our community.  
 18 CHAIRMAN JONES:  
 19 Thank you, Mr. Smith. Do we have any  
 20 other questions from the Board?  
 21 I'll entertain a motion from the Board.  
 22 A motion? Senator Mizell moves to take --  
 23 approve and to take no action; second,  
 24 Mr. Remedies. Any questions or comments from  
 25 the Board?

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1 Hearing none, any comments from the  
 2 public?  
 3 There being none, all in favor, say aye.  
 4 ALL:  
 5 Aye.  
 6 CHAIRMAN JONES:  
 7 Any opposition?  
 8 There is none, the motion carries. Thank  
 9 you for what you're doing for Central  
 10 Louisiana.  
 11 MR. SMITH:  
 12 Thank you for your time, guys.  
 13 CHAIRMAN JONES:  
 14 Ladies and gentlemen, I'm going to have  
 15 to bug out. I have a plane to catch. Mr.  
 16 Miller is going to take over to take any final  
 17 business and any reports from LED. I look  
 18 forward to seeing y'all at the next meeting.  
 19 MR. MILLER:  
 20 Next thing, any other business? Does  
 21 anybody have anything else to bring before the  
 22 Board?  
 23 Thank you very much.  
 24 Ms. Villa, would you like to give the LED  
 25 report?

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1 MS. VILLA:  
 2 Sure. Good morning and, Anne Villa,  
 3 Deputy Secretary for LED representing  
 4 Secretary Bourgeois, who is unable to attend.  
 5 First, I'd like to thank, you know, it goes --  
 6 a lot goes into these Board meetings, Members  
 7 of business and industry that come and  
 8 represent what's going on, the status of your  
 9 businesses, thank you all for taking the time  
 10 out of your busy day to come present to the  
 11 Board. As you can see from the discussions we  
 12 had today, it's very helpful for us to have a  
 13 true understanding of what's going on in your  
 14 business and what you've been faced with. So  
 15 thank you all for being here.  
 16 And especially thanks to the program  
 17 administrators and our legal team and for all  
 18 of you Board Members attending. A lot goes  
 19 into preparing these meetings, and I'm most  
 20 thankful for the team that we have at LED.  
 21 So just a couple of things to highlight,  
 22 the next Rules Committee meeting will be on  
 23 Thursday, November 14th starting at 1:30 in  
 24 this room, so just please mark your calendar  
 25 for that. We've made a lot of progress during

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1 the last several months on the rules. And  
 2 there's going to be some presentations that  
 3 are going to be had. So please mark your  
 4 calendars for Thursday, November 14th starting  
 5 at 1:30 in this room for the Rules Committee.  
 6 Also, additionally, our next Board  
 7 meeting was rescheduled to Thursday,  
 8 December 12th starting at 1:30 in this room.  
 9 Again, Thursday, December 12th instead of  
 10 Wednesday, December 4th. So please mark your  
 11 calendars now for those two upcoming meetings.  
 12 Ms. Deborah will reach out to you and make  
 13 sure that you're able to attend.  
 14 Since our August meeting, Governor Landry  
 15 announced the LEDP Advisory Board Members,  
 16 which is a private sector advisory board  
 17 charged with developing a strategic plan in  
 18 advising on policies, programs, and  
 19 initiatives that promote economic growth in  
 20 the State. And I can't help but always  
 21 acknowledge Senator Mizell when she's anywhere  
 22 around me, thankful for the Bill that she  
 23 presented, and we were successful in  
 24 positioning Louisiana to win. And so this  
 25 Board, Advisory Board is one of the items that

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1 was in that Senate Bill.  
 2 And so we had a meeting, a current  
 3 meeting that took place, I think, last month  
 4 and we're moving forward with that strategic  
 5 plan. And we're hopeful to have our guiding  
 6 light soon for the Department so that we will  
 7 begin to execute on that strategic plan.  
 8 So in addition, there's been several  
 9 project announcements that have occurred in  
 10 the State. Just to name a couple, we have Mid  
 11 South Extrusion, which is a flexible film and  
 12 bag manufacturer. And they're investing  
 13 \$17 million in its facility in Ouachita  
 14 Parish. And then also, the company expects to  
 15 create 21 new direct jobs, while retaining  
 16 189.  
 17 And then also, recently, we had Woodland  
 18 Biofuels announced a plan, \$1.35 billion  
 19 investment and expects to create 110 direct  
 20 jobs at the Port of south Louisiana to  
 21 establish one of the world's largest renewable  
 22 biofuels production facilities. And then,  
 23 additionally, we had our Lantern Awards that  
 24 were held on the eve of National Manufacturing  
 25 Day. And Secretary Bourgeois recognized eight  
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1 manufacturers across our State for those that  
 2 demonstrated excellence, innovation, and  
 3 community service during the 45th Annual  
 4 Lantern Awards reception at the Capitol  
 5 Complex that we had on Thursday, October 3rd.  
 6 So just wanted to, again, thank you all  
 7 for coming today. And if you have any  
 8 questions of me, I'm happy to answer as I can.  
 9 MR. MILLER:  
 10 Questions or comments for, Ms. Villa?  
 11 MS. VILLA:  
 12 Great.  
 13 MR. MILLER:  
 14 All right. Thank you very much.  
 15 Anything else? One last chance, even though  
 16 we've already done it once.  
 17 All right. I'll take a motion.  
 18 Entertain a motion to adjourn. I'm sorry.  
 19 MR. NASSAR:  
 20 Nassar.  
 21 MR. MILLER:  
 22 Mr. Nassar and Mayor Toups. With that  
 23 being said, meeting is adjourned.  
 24 (WHEREUPON, THE MEETING ADJOURNED)  
 25  
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1 REPORTER'S CERTIFICATE  
 2 I, KELLY S. PERRIN, a Certified Court  
 3 Reporter, Certificate #23035, in good standing with  
 4 the State of Louisiana, as the officer before whom  
 5 this meeting was taken, do hereby certify that the  
 6 foregoing 143 pages;  
 7 That this testimony was reported by me in  
 8 stenographic machine shorthand by Computer-Aided  
 9 Transcription, transcribed by me or under my  
 10 personal direction and supervision, and is a true  
 11 and correct transcript to the best of my ability  
 12 and understanding;  
 13 That the transcript has been prepared in  
 14 compliance with transcript format guidelines  
 15 required by statute or by rules of the Board, that  
 16 I have acted in compliance with the prohibition on  
 17 contractual relationships, as defined by Louisiana  
 18 Code of Civil Procedure Article 1434 and in rules  
 19 and advisory opinions of the Board; that I am not  
 20 of counsel nor related to any person participating  
 21 in this cause and am in no way interested in the  
 22 outcome of this event.  
 23  
 24  
 25  
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1 This certification is valid only for a  
 2 transcript accompanied by my handwritten or digital  
 3 signature and the image of my State-authorized seal  
 4 on this page.  
 5 Signed:  
 6  
 7 KELLY S. PERRIN,CCR  
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[chairman - company]

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[company - contract]

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[contract - david]

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[motion - notification]

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[ordinary - payroll]

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[payroll - polozola]

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[polozola - provide]

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[recommend - reported]

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Louisiana Code of Civil Procedure

Article 1445 and 1446

Art. 1445. Submission to Witness; Changes; Signing

When the testimony is fully transcribed the deposition shall be submitted to the witness for examination and shall be read to or by him, unless such examination and reading are waived by the witness and by the parties. Any changes in form or substance which the witness desires to make shall be entered upon the deposition by the officer with a statement of the reasons given by the witness for making them. The deposition shall then be signed by the witness unless the parties by stipulation waive the signing or the witness is ill or is absent from the parish where the deposition was taken or cannot be found or refuses to sign. If the deposition is not signed by the witness within thirty days of its submission to him, the officer shall sign it and state on the record the fact of the waiver or of the illness or absence of the witness or the fact of the refusal to sign together with the reason, if any, given therefor; and the deposition may then be used as fully as though signed unless on a motion to suppress under Article 1456 the court holds that

the reasons given for the refusal to sign require rejection of the deposition in whole or in part. A video deposition does not have to comply with the requirements of reading and signing by the deponents.

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