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MEETING MINUTES FOR THE BOARD OF COMMERCE AND INDUSTRY  
OF THE  
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION  
HELD AT  
LOUISIANA STATE EMPLOYEES' RETIREMENT SYSTEM BUILDING  
FOURTH FLOOR BOARD ROOM  
8401 UNITED PLAZA BOULEVARD  
BATON ROUGE, LOUISIANA  
ON THE 22ND DAY OF MARCH, 2016  
COMMENCING AT 1:36 P.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR



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LEDC BOARD MEETING

1     **Appearances of Board Members Present:**

- 2     Millie Atkins  
3     Mayor Glenn Brasseaux  
4     Lance Belcher  
5     Wilda Smith  
6     William King  
7     Don Pierson  
8     Thomas Holden  
9     Jeffrey Elmore  
10    Charles Soprano  
11    Senator Danny Martiny  
12    Representative Neil Abramson  
13    Representative Thomas Carmody  
14    Julie Samson  
15    Senator Norby Chabert

16    **Staff members present:**

- 17    Melissa Sorrell  
18    Brenda Guess  
19    Danielle Clapinski  
20    Becky Lambert  
21    Lori Weber  
22    Joyce Metoyer  
23    Eric Burton  
24    Frank Favaloro  
25    Kristen Cheng



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MS. ATKINS:

Hello, everyone. The Louisiana State Board of Commerce & Industry for March 22nd, 2016 is now called to order.

Melissa, can you please do the rollcall?

MS. SORRELL:

Governor John Edwards.

(No response.)

MS. SORRELL:

Julie Samson for Lieutenant Governor Nungesser.

MS. SAMSON:

Present.

MS. SORRELL:

Representative Abramson.

REPRESENTATIVE ABRAMSON:

Here.

MS. SORRELL:

Millie Atkins.

MS. ATKINS:

Here.

MS. SORRELL:

Lance Belcher.

MR. BELCHER:

Here.



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1 MS. SORRELL:  
2 Mayor Brasseaux.

3 MAYOR BRASSEAU:  
4 Here.

5 MS. SORRELL:  
6 Representative Carmody.

7 (No response.)

8 MS. SORRELL:  
9 Jeff Elmore.

10 (No response.)

11 MS. SORRELL:  
12 Richard Gonsoulin.

13 (No response.)

14 MS. SORRELL:  
15 Thomas Holden.

16 MR. HOLDEN:  
17 Here.

18 MS. SORRELL:  
19 Jerry Jones.

20 (No response.)

21 MS. SORRELL:  
22 William King.

23 MR. KING:  
24 Here.

25 MS. SORRELL:



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1 Senator Martiny.

2 (No response.)

3 MS. SORRELL:

4 R.K. Mehrotra.

5 (No response.)

6 MS. SORRELL:

7 Senator Chabert for Senator Morrell.

8 SENATOR CHABERT:

9 Here.

10 MS. SORRELL:

11 Don Pierson.

12 MR. PIERSON:

13 Here.

14 MS. SORRELL:

15 Gale Potts-Roque.

16 (No response.)

17 MS. SORRELL:

18 Wilda Smith.

19 MS. SMITH:

20 Here.

21 MS. SORRELL:

22 Charles Soprano.

23 MR. SOPRANO:

24 Here.

25 MS. SORRELL:



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1 We have a quorum.

2 MR. DAVIS:

3 Thank you, Melissa.

4 You have received copies of our minutes  
5 from our last meeting. Please take a look and let me  
6 know whether there are any corrections to those minutes.

7 (No response.)

8 MS. ATKINS:

9 If not, I'll ask for a motion to accept.

10 Motion has been made by Mayor Brasseaux,  
11 second by Mr. Soprano.

12 Are there any questions?

13 (No response.)

14 Hearing none, all in favor respond by  
15 saying "aye".

16 (Several members respond "aye".)

17 MS. ATKINS:

18 Opposed?

19 (No response.)

20 MR. DAVIS:

21 Motion passed. It is ordered. Thank  
22 you.

23 The first item on our agenda for today  
24 is our Quality Jobs Program with Mr. Burton.

25 MR. BURTON:



1                   Yes. I have nine new applications:  
2    20131004, American Midstream GP, LLC in Jefferson  
3    Parish; 20150970, Crying Eagle Brewing Company, LLC in  
4    Calcasieu Parish; 20141061, Fabricari, LLC In Jefferson  
5    Parish; 20141329 G.E.O Heat Exchangers, LLC in Iberville  
6    Parish; 20141197, Lapeyre Stair, Inc. in Jefferson  
7    Parish; 20121272, German Pellets Louisiana, LLC &  
8    Louisiana Pellets, Inc. in LaSalle Parish; 20140937,  
9    Module X Solutions, LLC and Home and Security, LLC in  
10   Caddo Parish; 20140119, Rain CII Carbon, LLC in St.  
11   Tammy Parish; 20141322, Virdia B2X, LLC in Lafourche  
12   Parish.

13                   This concludes the new applications.

14                   MR. DAVIS:

15                   Thank you, Mr. Burton.

16                   Do I hear a motion for acceptance?

17                   Motion made by Ms. Smith, second by  
18   Mr. Belcher.

19                   Any discussion on the motion?

20                   (No response.)

21                   MS. ATKINS:

22                   Hearing none, all in favor, respond by  
23   saying "aye".

24                   (Several members respond "aye".)

25                   MS. ATKINS:



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1 Change in Name Only for the following contract number:  
2 2009077, KPAQ Industries, LLC to Hood Container of  
3 Louisiana, LLC in West Feliciana Parish.

4 This concludes Quality Jobs.

5 MS. ATKINS:

6 Thank you.

7 Do I have a motion for acceptance?

8 Motion made by Mr. Soprano, second by  
9 Mr. Belcher.

10 Any discussion on the motion?

11 (No response.)

12 MS. ATKINS:

13 Hearing none, all in favor respond by  
14 saying "aye".

15 (Several members respond "aye".)

16 MS. ATKINS:

17 Opposed?

18 (No response.)

19 MS. ATKINS:

20 It is so ordered. Thank you.

21 Next on the agenda, we have the  
22 Restoration Tax Abatement Applications.

23 MS. LAMBERT:

24 Hello. We have 10 new applications for  
25 Restoration Tax Abatement: First one is 20141196, 500



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1 Laurel Development, LLC; 20120871, Elk Place, LLC --  
2 pardon me. The first one is for East Baton Rouge  
3 Parish. The second one is Orleans. The third one is  
4 20151065, Jefferson Street Market, LLC in Lafayette;  
5 20120024, Marfo, Inc. Terrebonne Parish; 20140197,  
6 PCT3239, LLC in Orleans; 20141315, Ploutos Development,  
7 LLC in Orleans; 20140990, Revival Property NOLA105, LLC  
8 in Orleans Parish; 20130011, Solomon Group Ventures, LLC  
9 in Orleans; 20141059, Susan Seagren, Orleans; 20151743,  
10 Timeless Treasures Originals, LLC in Lincoln Parish.

11 A total of 10 applications for  
12 \$35,897,185.

13 MS. ATKINS:

14 Okay. Thank you.

15 Do we have a motion for acceptance?

16 Motion made by Mr. King, second by  
17 Ms. Smith.

18 Any discussion on the motion?

19 (No response.)

20 MS. ATKINS:

21 Hearing none, all in favor respond by  
22 saying "aye".

23 (Several members respond "aye".)

24 MS. ATKINS:

25 Opposed?



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1 (No response.)

2 MS. ATKINS:

3 It is ordered. Thank you.

4 MS. LAMBERT:

5 Thank you.

6 And we have three renewal requests for  
7 the Restoration Tax Abatement Program: The first one is  
8 20101156, Champagne Building, LLC in St. Tammany. The  
9 second one is 19980076, Galatoire's Restaurant, Inc. in  
10 Orleans; and 20090035, Schlumberger Technology  
11 Corporation in Caddo for a total of three renewals,  
12 \$32,608,000.

13 MS. ATKINS:

14 Thank you.

15 Do I have for a motion for acceptance?

16 Motion made by Mr. Soprano, second by  
17 Mr. Holden.

18 MS. ATKINS:

19 Any discussion on the motion?

20 (No response.)

21 MS. ATKINS:

22 Hearing none, all in favor respond by  
23 saying "aye".

24 (Several members respond "aye".)

25 MS. ATKINS:



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1 Any opposition?

2 (No response.)

3 MS. ATKINS:

4 Hearing none, it is ordered.

5 And next on the agenda we have the  
6 Enterprise Zone Applications.

7 MS. METOYER:

8 We have twelve new applications. The  
9 first one is 20140184, B&G Food Enterprises, LLC doing  
10 business as Taco Bell #29737, Lafayette Parish;  
11 20110921, Baton Rouge General Medical Center, EBR  
12 Parish; 20130810, BBP Sales, LLC, EBR Parish; 20130236,  
13 Bolton Ford, LLC, Calcasieu Parish; 20121186, Capitol  
14 City Produce, LLC, East Baton Rouge Parish; 20130935,  
15 Corporate 737 Hotels, LLC, Terrebonne Parish; 20120961,  
16 Houmair, LLC, Jefferson Parish; 20150950, Hyatt  
17 Corporation, Orleans Parish; 20140355, Mansfield Auto  
18 World, Incorporated, DeSoto Parish; 20131276, NOLA PPCW,  
19 LLC, Orleans Parish; 20141168, Oge's Rent-All Center,  
20 LLC, Lafayette Parish; and the final is 20131082, Red  
21 Stick Armature Works, Incorporated, West Feliciana  
22 Parish.

23 MS. ATKINS:

24 Thank you, Mr. Metoyer.

25 Do I have a motion for acceptance?



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1 Motion made by Ms. Smith, second by  
2 Senator Holden.

3 Thank you.

4 Any discussion on this motion?

5 (No response.)

6 MS. ATKINS:

7 Hearing none, all in favor respond by  
8 saying "aye".

9 (Several members respond "aye".)

10 MS. ATKINS:

11 Any opposition?

12 (No response.)

13 MS. ATKINS:

14 Hearing none, it is so ordered.

15 MS. METOYER:

16 Okay. We have two contract  
17 terminations: 20110936, NTP Properties, LLC, Bossier  
18 Parish. The term date is 12/31/2014, and the reason for  
19 termination is hiring requirements have been met. No  
20 additional jobs anticipated; and 20111039, Community  
21 Care Center of Covington, LLC, St. Tammany Parish. The  
22 term date is 9/27/2014, and hiring requirements have  
23 been met. No additional jobs are anticipated.

24 MS. ATKINS:

25 Thank you, Ms. Metoyer.



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1 Do I have a motion for acceptance?  
2 Motion made by Mr. King, second by  
3 Mr. Belcher.

4 Any discussion on this motion?  
5 (No response.)

6 MS. ATKINS:  
7 Hearing none, all in favor respond by  
8 saying "aye".

9 (Several members respond "aye".)

10 MS. ATKINS:  
11 Any opposition?

12 (No response.)

13 MS. ATKINS:  
14 Hearing none, it is so ordered.

15 MS. METOYER:  
16 We have a special for the swaps. In  
17 July 2015, East Baton Rouge Parish submitted Resolution  
18 51539 requesting Census Tract/Block Group Swap of  
19 39.04/3 to 40.5/1. This request was approved at the  
20 August 2015 board meeting; however, 39.04/3 is not  
21 valid, so the approved swap was invalid.

22 In January 2016, East Baton Rouge Parish  
23 submitted Resolution #51923 requesting a correction of  
24 the Census Tract/Block Group Swap 39.04/2 to 40.05/1.  
25 The current Census Tract/Block Group has been verified



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1 that it is an existing Enterprise Zone. The proposed  
2 Census/Block Group is not an existing Enterprise Zone.

3 And that concludes EZ.

4 MS. ATKINS:

5 Thank you. So your request is for the  
6 approval of the swap?

7 MS. METOYER:

8 Yes.

9 MS. ATKINS:

10 Okay. Do I have a motion?

11 Motion has been made by Mayor Brasseaux,  
12 second by Mr. Pierson.

13 Do I have any discussion on this motion?

14 (No response.)

15 MS. ATKINS:

16 Hearing none, all in favor respond by  
17 saying "aye".

18 (Several members respond "aye".)

19 MS. ATKINS:

20 Any opposition?

21 (No response.)

22 MS. ATKINS:

23 It is ordered. Thank you.

24 And we are now down to our Industrial  
25 Tax Exemption applications.



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1 MS. CHENG:

2 We have 29 new applications: 20131305,  
3 American Coverage, Inc. in St. Tammany Parish; 20141211,  
4 Americas Styrenics, LLC in St. James Parish; 20141387,  
5 Arkema, Inc. in St. Charles Parish; 20150686, Baker  
6 Hughes Oilfield Operations dba Drilling Services in St.  
7 Martin Parish; 20150686 Baker Petrolite Corp in Acadia  
8 Parish; 20131187, BASF Corporation in Ascension Parish;  
9 201591999, Begnaud Properties, LLC in Iberia Parish;  
10 20160059, Cameron LNG, LLC in Cameron Parish; 20141569,  
11 Cortec Properties, LLC in Terrebonne Parish; 20140999A,  
12 Del Corporation in Lafayette Parish; 20150268 FMT  
13 Shipyard & Repair, LLC in Jefferson Parish; 20141107,  
14 Folgers Coffee Company, Orleans; 20141108, Folger Coffee  
15 Company in Orleans; 20140887, Folger Coffee Company in  
16 Orleans; 20140113, Foster Poultry Farms in Union;  
17 20140144, Gravois Aluminum Boats, LLC in St. Mary;  
18 20152069, Hayes Manufacturing Company, Incorporated,  
19 Rapides Parish; 20141158, Hunting Energy Services, Inc.  
20 in Terrebonne; 20150090, J&M Industries, Inc. in  
21 Tangipahoa; 20140557, Landmark Real Estate Properties,  
22 LLC in Lafayette; 20120766, Methanex USA, LLC in  
23 Ascension; 20160041, Mid South Extrusion, Inc. in  
24 Ouachita; 20130067, Morehouse BioEnergy, LLC in  
25 Morehouse; 20131339, Olympic Cranes & Fabrication, Inc.



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1 in Iberia; 20150527, RockTenn CP, LLC in Jackson;  
2 20151823, Sawyer Industrial Plastics, Inc. in Ouachita;  
3 20141088, Temple Inland, Inc. in Washington Parish;  
4 20160036, Temple Inland, Inc. in Washington Parish;  
5 20160425, WPS Industries, Inc. in Ouachita.

6 And that's all of the applications.

7 MS. ATKINS:

8 Thank you, Ms. Cheng.

9 Do I have a motion for acceptance?

10 Motion for acceptance has been made by  
11 Mr. Soprano, second by Mr. Belcher.

12 Any discussion on the motion?

13 (No response.)

14 MS. ATKINS:

15 Hearing none, all in favor respond by  
16 saying "aye".

17 (Several members respond "aye".)

18 MS. ATKINS:

19 Any opposition?

20 (No response.)

21 MS. ATKINS:

22 It is so ordered. Thank you.

23 MS. CHENG:

24 We have seven changes in name: Baker  
25 Hughes Inteq, Contracts 20110603 and 20110604 are



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1 changing to Baker Hughes Oilfield Operations, Inc. dba  
2 Drilling Fluids in Lafourche Parish; Baker Oil Tools,  
3 Contracts 20110597, 20120723, 20120724 and 20130713 are  
4 changing the name to Baker Hughes Oilfield Operations,  
5 Inc. dba Completions & Fishing in Terrebonne Parish;  
6 Baker Oil Tools, Contract 20130742 is changing their  
7 name to Baker Hughes Oilfield Operations, Inc. dba  
8 Completions & Fishing in St. Martin Parish; Hughes  
9 Christensen Corporation, Contracts Number 070577,  
10 20080573, 20090697, 20100650, 20110599 and 20130746 are  
11 changing to Baker Hughes Oilfield Operations dba Drill  
12 Bits in Lafayette Parish; Regency Field Services, LLC,  
13 Contract 20130111, 20140685 and 20140686 are changing to  
14 ETC Field Services, LLC in Lincoln Parish; Regency Field  
15 Services, LLC, Contract Number 20141190 is changing to  
16 ETC Field Services, LLC In Webster Parish; and RockTenn  
17 CP, LLC, all active contracts are changing to WestRock  
18 CP, LLC in Jackson Parish.

19 MS. ATKINS:

20 Thank you.

21 Do I have a motion for acceptance?

22 Motion made by Mayor Brasseaux, second  
23 by Ms. Smith.

24 Any discussion on the motion?

25 (No response.)



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1 MS. ATKINS:  
2 Hearing none, all in favor respond by  
3 saying "aye".

4 (Several members respond "aye".)

5 MS. ATKINS:  
6 Any opposition?

7 (No response.)

8 MS. ATKINS:  
9 It is so ordered. Thank you.

10 MS. CHENG:  
11 We have one Request in Change of  
12 Location only: UPS MidStream Services, Inc., Contract  
13 20121170. The previous location was 12051 Highway 84,  
14 Jena, Louisiana 71342. They're moving to 22243 Highway  
15 8 West, Trout, Louisiana 71371, LaSalle Parish.

16 MS. ATKINS:  
17 Thank you.  
18 Do I have a motion for acceptance?  
19 Motion made by Mr. Holden, second by  
20 Mr. King.

21 Any discussion on the motion?  
22 (No response.)

23 MS. ATKINS:  
24 Hearing none, all in favor respond by  
25 saying "aye".



1 (Several members respond "aye".)

2 MS. ATKINS:

3 Opposition?

4 (No response.)

5 MS. ATKINS:

6 Is it so ordered. Thank you.

7 MS. CHENG:

8 We have six Transfers of Tax Exemption  
9 of Contract: Chalmette Refining, LLC, Contracts 06247,  
10 070165, 070166, 070167, 20030157, 20071373, 20081276,  
11 20091211, 20101168, 20111226, 20121285, 20140055, and  
12 20150059 are being transferred to PBF Holding Company,  
13 LLC, and they're in St. Bernard Parish; Cypress  
14 Fabrication Services, Contract 20150208 is being  
15 transferred to Hulin Investments in St. Martin Parish;  
16 Dupont Performance Elastomers, LLC, Contracts 060326,  
17 070187, 070189, 070212 and 20100105 are being  
18 transferred to Denka Performance Elastomers, LLC in St.  
19 John the Baptist Parish; MeadWestvaco South Carolina,  
20 LLC, Contracts 070159, 070160, 20080122, 20090149,  
21 20100093, 20100095, 20110168, 20120133, 20130061,  
22 20140162, 20140164, 20150095 and 20150096 are being  
23 transferred to Ingevity South Carolina, LLC in  
24 Beauregard Parish; Northwest Pipe Company, Contract  
25 20140501 is being transferred to Centric Pipe, LLC,



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1 Caddo Parish; and PSI Midstream Partners, L.P.,  
2 Contracts 062308, 062308A and 20130361 are being  
3 transferred to Arrowhead Louisiana Pipeline, LLC in  
4 Vermilion Parish.

5 MS. ATKINS:

6 Thank you.

7 Do I have a motion for acceptance of  
8 those transfers?

9 Motion made by Ms. Smith, second by  
10 Mayor Brasseaux.

11 Any discussion on the motion?

12 (No response.)

13 MS. ATKINS:

14 Hearing none, all in favor respond by  
15 saying "aye".

16 (Several members respond "aye".)

17 MS. ATKINS:

18 Any opposition?

19 (No response.)

20 MS. ATKINS:

21 It is ordered. Thank you.

22 MS. CHENG:

23 We have nine requests for partial  
24 transfers: Baker Hughes Oilfield Operations, Inc. dba  
25 Drill Bits, Contract 20080573. Baker Hughes Oilfield



1 Operations dba Drill Bits retains \$1,993,944 in  
2 Lafayette Parish, Baker Hughes Oilfield Operations, Inc.  
3 dba Drill Bits received \$161,674 in St. Martin Parish;  
4 Baker Hughes Oilfield Operations, Inc. dba Drill Bits,  
5 Contract Number 20090697 retains \$569,319 in Lafayette  
6 Parish and Baker Hughes Oilfield Operations, Inc. dba  
7 Drill Bits receives \$203,138 in St. Martin Parish; Baker  
8 Hughes Oilfield Operations dba Drill Bits, Contract  
9 20100650 retains \$2,880,029 in Lafayette Parish. Baker  
10 Hughes Oilfield Orations dba Drill Bits receives  
11 \$101,801 in St. Martin Parish; Baker Hughes Oilfield  
12 Operations dba Drill Bits, Contract 20140746 retains  
13 \$98,485 in Lafayette Parish. Baker Hughes Oilfield  
14 Operations dba Drill Bits receives \$111,801 in St.  
15 Martin Parish; Baker Hughes Oilfield Operations dba  
16 Drill Bits, Contract 2014669 retains \$33,093 in  
17 Lafayette, and Baker Hughes Oilfield Operations dba  
18 Drill Bits receives \$166,448 in St. Martin; Union  
19 Carbide Corporation, Contract 070314 retains \$2,178,811.  
20 MMP SCO, LLC receives \$178,631. They're both in St.  
21 Charles Parish; Union Carbide Corporation, Contract  
22 20130206, Union Carbide retained \$3,857,025. MMP SCO,  
23 LLC receives \$313,950 in St. Charles Parish; Union  
24 Carbide Corporation, Contract 20130356, Union Carbide  
25 received \$3,559,840. MMP SCO, LLC receives \$295,427;

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1 Union Carbide Corporation, Contract 20150356, Union  
2 Carbide retains \$4,758,551. MMP SCO receives \$38,066 in  
3 St. Charles Parish.

4 MS. ATKINS:

5 Thank you.

6 Do I have a motion for acceptance of  
7 those partial transfers?

8 Motion made by Mr. Soprano, second by  
9 Mr. Holden.

10 Any discussion on the motion?

11 (No response.)

12 MS. ATKINS:

13 Hearing none, all in favor respond by  
14 saying "aye".

15 (Several members respond "aye".)

16 MS. ATKINS:

17 Any opposition?

18 (No response.)

19 MS. ATKINS:

20 It is so ordered.

21 MS. CHENG:

22 We have seven contract cancelations.

23 Let's start with two requests be deferred until the

24 April 26th Board meeting. Textron Marine and

25 LandSystems, they have partial transfers that haven't



1 gone through yet, and we are going to do those in April  
2 and cancel these contracts in April.

3           Faustina Hydrogen, Contract 20071260,  
4 reason for cancelation, project was never started.  
5 Unable to contact company by mail, e-mail or phone.  
6 Assessor indicated no activity. Staff requests  
7 cancelation in St. James; Grief, Incorporated, Contracts  
8 20090488 and 201040263, the facility has been closed.  
9 Company requested cancelation; Jaz-Tek Services,  
10 20100052, company requests cancelation in Terrebonne  
11 Parish; McDermott, Inc., Contract 20130462, facility  
12 closed. Company requested cancelation in St. Mary  
13 Parish; Schuyler Maritime, 20110462, company requested  
14 cancellation in St. Martin Parish; Tripoint, LLC,  
15 Contracts 20110919, 20121106 and 20130569, facility has  
16 been closed. Company requested cancelation in St.  
17 Martin Parish.

18           MS. ATKINS:

19           Okay. Do I have a motion for acceptance  
20 of those cancelations of contracts?

21           Motion made by Mr. Holden, second by  
22 Mayor Brasseaux.

23           Any discussion on the motion?

24           (No response.)

25           MS. ATKINS:



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1                   Hearing none, all in favor respond by  
2 saying "aye".

3                   (Several members respond "aye".)

4                   MS. ATKINS:

5                   Any opposition?

6                   (No response.)

7                   MS. ATKINS:

8                   It is so ordered. Thank you.

9                   MS. CHENG:

10                   I have a special request: Haliburton  
11 Energy Services, Inc., Contracts 060632, 060632A,  
12 060636, 060636A, 060636B, 20080875, 060635, 20080133,  
13 20080781, 070184, 20080132, 20080878, LED received a  
14 request for continuation of contracts for Haliburton in  
15 Cameron, Plaquemine and Vermillion Parishes.  
16 Information for the company indicates temporary shutdown  
17 due to the decline in oil and gas drilling activity.  
18 They indicated that they would maintain the site and let  
19 LED know of any changes. They requested that the ITEP  
20 contracts be maintained. LED recommends approval, but  
21 would require an annual update on this site and the  
22 Board would need to approve their continuance each year  
23 until such time as they would be open or sell the  
24 facility.

25                   MS. ATKINS:



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1                   Okay. Thank you.

2                   Do I have a motion for acceptance of  
3 this special request?

4                   Motion made by Mr. King, second by  
5 Mr. Soprano.

6                   Any discussion on this motion?

7                   (No response.)

8                   MS. ATKINS:

9                   Hearing none, all in favor respond by  
10 saying "aye".

11                   (Several members respond "aye".)

12                   MS. ATKINS:

13                   Any opposition?

14                   (No response.)

15                   MS. ATKINS:

16                   It is so ordered. Thank you.

17                   MS. CHENG:

18                   I have nine late requests late filings  
19 for renewal: Advance Product Systems, Inc., Contract  
20 20110173 in Lafayette Parish. The initial years of the  
21 contract expire 12/31 of 15. They request that their  
22 renewal February 22nd, 2016; Baker Hughes Oilfield  
23 Operations, Inc., Contract 20110595 in St. Martin  
24 Parish; Baker Hughes Oilfield Operations, Inc. dba  
25 Completions and Fishing, Contract 20110597; Baker Hughes



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1 Oilfield Operations, Inc. dba Drill Bits, Contract  
2 070577; Baker Hughes Oilfield Operations, Inc. dba Drill  
3 Bits, Contract 20110599, I wanted to bring these two to  
4 your attention because their initial term expired in  
5 2011, but they got a new consultant and they were doing  
6 housekeeping and no additional years are going to be  
7 awarded. They expire this year, and they're just  
8 getting that taken care of.

9 Baker Hughes Oilfield Operations, Inc.  
10 dba Drilling Fluids, Contract 20110603 in Lafourche  
11 Parish; Baker Hughes Oilfield Operations, Inc. dba  
12 Drilling Fluids, Contract 20110604 in Lafourche Parish;  
13 Capitol Manufacturing Company, LLC, Contract 20110238 in  
14 Acadia; and OJ Leasing LP, Contract 20110239 in Acadia.

15 MR. BELCHER:

16 Did LED send out like a 30-day notice  
17 prior to expiration?

18 MS. CHENG:

19 No. We stopped. I think we used to  
20 send out the renewal contracts, but this year we've  
21 been -- the companies are supposed to keep track of it  
22 and request renewal from us and we send them the renewal  
23 documents.

24 MR. BELCHER:

25 Okay. So it's up to them? What do we



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1 typically give? How far out? It's just up to the  
2 Board?

3 MS. CHENG:

4 Yes, it's up to the Board.

5 MS. WEBER:

6 What are you asking? You're asking for  
7 what do we normally allow?

8 MR. BELCHER:

9 Yes. What is the protocol, you know?

10 MS. WEBER:

11 Well, we were expiring the contracts and  
12 then we were giving them the authority to renew if it  
13 was a late filing that was dealing with the Arkema  
14 situation.

15 MR. BELCHER:

16 I just didn't know if we were still  
17 giving a 30-day notice.

18 MS. WEBER:

19 We do that at the end of the 10-year  
20 term, but we don't do it for the renewal because the  
21 contract that they get says that the contract expires at  
22 the end of the five years or however long the period of  
23 the initial contract is, and then the renewal form is  
24 due. We notify them when their renewal is due when we  
25 send out the project completion report, which gives them



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1 the beginning and ending dates of the contract, and then  
2 the renewal date is also in that letter.

3 MR. BELCHER:

4 Okay.

5 MS. ATKINS:

6 Any further discussion on this motion?

7 (No response.)

8 MS. ATKINS:

9 Hearing none, all in favor of the motion  
10 respond by saying "aye".

11 (Several members respond "aye".)

12 MS. ATKINS:

13 Any opposition?

14 (No response.)

15 MS. ATKINS:

16 It is so ordered. Motion passed.

17 MS. CHENG:

18 And we have 49 renewals.

19 MR. KING:

20 Madam Chair, I make a motion that we do  
21 those in globo.

22 MS. ATKINS:

23 Motion has been made and second by  
24 Mr. Belcher that you may do it in globo.

25 MS. CHENG:



1 Well, we have 49 renewals that we'd like  
2 to approve in globo.

3 MS. ATKINS:

4 Okay. Thank you.

5 All in favor of the motion, respond by  
6 saying "aye".

7 (Several members respond "aye".)

8 MS. ATKINS:

9 Any opposition?

10 (No response.)

11 MS. ATKINS:

12 Motion passed. Thank you.

13 Industrial Exemption Tax Renewals, that  
14 was the renewals we just took in globo. Okay. Thank  
15 you.

16 We are now down to our comments and  
17 remarks from our Secretary, Don Pierson.

18 MR. PIERSON:

19 Thank you so much Chairman Atkins.  
20 You've done a beautiful job of conducting this meeting.  
21 It flowed smoothly, and I wish I could do more meetings  
22 like this. And you were asking for additional tax  
23 exemption programs, so we'll try to generate those.

24 But to the fellow C&I Board members here  
25 today, thank you for your time. Thank you for traveling



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1 here to participate in this important part of what we do  
2 at LED. I want you to know I greatly appreciate that.

3 Also, our staff, a lot of time, effort  
4 and attention goes into managing all of these programs  
5 on a daily basis, so I appreciate that as well. Some  
6 excellent leadership in that department, I might add.

7 And also to our business consultants  
8 that are here. I know you're paid for the services that  
9 you provide, but I see you as an extension of our staff  
10 in that you guide a lot of advances, applications,  
11 contracts through this process and work arrives neat and  
12 well organized at LED and we'd have to engage a  
13 significant amount of staff to keep things flowing if we  
14 didn't have that large body of independent contractors  
15 out there working with us. So I appreciate that as  
16 well.

17 I would like to log permanently into the  
18 record that I'll be with you at these meeting as  
19 frequently as I can, but in the times that I'm not able  
20 to attend, I'd like Anne Villa to be our designee.  
21 She's our Undersecretary, very familiar with our  
22 programs and does a great job in the management of our  
23 department as well.

24 Probably important to note is some  
25 significant changes that we've had and a lot of review



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1 and attention focused on our incentive programs. And I  
2 had to correct a senator this morning that talked about  
3 that we're giving away these moneys, and these moneys  
4 are never given away. These are public-private  
5 partnerships that exchange value from the public sector  
6 for the important jobs and investment that is  
7 represented here in these programs. And there is an  
8 audit function and we are aggressive in every way to  
9 make sure that the pledges made by these companies in  
10 terms of payroll, in terms of job creation are met, and  
11 that's important because, as is required, these programs  
12 are in place to produce a return on investment to the  
13 State. It's a public-private partnership in that we do  
14 expect a return when we advance benefits as we have.

15 So in keeping with that, our programs  
16 are occasionally, as they should be, under review.  
17 We've got a number of them that are being discussed with  
18 our legislators now. Typically we'd do this in a fiscal  
19 session, but there are some ways that there's some  
20 nuances that allow an appropriate discussion at this  
21 time on some. And we've just come through a special  
22 session in which one of our workhorse programs,  
23 Enterprise Zone Program was modified fairly  
24 significantly. Details of this are readily available  
25 both on site and our website, and we can certainly



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1 provide them to you in a snapshot if that would be  
2 helpful.

3 But essentially the entire program will  
4 sunset 1 July of '17. The purpose of that is not to  
5 eliminate the program. The purpose of that is to  
6 utilize the fiscal session in '17 to make any other  
7 adjustments deemed appropriate. In this special from  
8 '16, they're capped at 100,000 per new job of investment  
9 of income tax credit. Those would will be effective  
10 after 1 April 2016. Also, relative to the location of  
11 the company, in the Enterprise Zone Program with  
12 advances filed after 1 April 2016 and the award will be  
13 \$3,500 per job for companies located in Enterprise Zones  
14 and \$1,000 per job for companies not located in the  
15 zones. So the idea of these swaps and where companies  
16 are located obviously is now going to become more  
17 important, and going to predict that there could be more  
18 swaps in our future.

19 Also of note is that after the 1st of  
20 April, hotels and staffing agencies will no longer be  
21 authorized to participate in the Enterprise Zone  
22 Program. Some additional details in there that LED now  
23 has the authority to establish the methodology to  
24 determine a company's average annual employment for the  
25 purposes of meeting minimum qualifications. But this --



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1 the bottom line, obviously, is certainly staff is  
2 gearing up to be able to enforce or ensure qualification  
3 requirements are met under these new guidelines or  
4 requirements are in authority by the government, but  
5 also that we can anticipate that there's going to be  
6 continued review of all of our programs at LED. We  
7 welcome that. We want to make sure that they're  
8 providing the benefits that the public expects of us.  
9 The public dollar is not used as venture capital,  
10 strictly as a securitized investment opportunity to  
11 bring a return, and when it doesn't happen that way, the  
12 clawback mechanisms are in place.

13 So I just wanted to point out to the  
14 Board that we're managing that in concert with you and  
15 with our staff at LED and appreciate the opportunity to  
16 be with you today.

17 MS. ATKINS:

18 Thank you, Mr. Pierson.

19 Before we conclude today's meeting and  
20 begin our elections, I just want to take a few minutes  
21 out to thank my colleagues for putting their trust in me  
22 and allowing me to serve for the past year as your Board  
23 chair. I also want to thank the LED staff for your  
24 support and your expertise as well, as well as those of  
25 you here who represent the business community as well.



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1 Thank you so much for participating. This is an  
2 important job that we do for the State of Louisiana, and  
3 it is our honor to serve you. I want to thank you for  
4 your support. Thank you.

5 And having said that, we will now move  
6 down to opening the floor for nominations for our new  
7 Chair of the Board.

8 Are there any nominations for Board  
9 Chair?

10 MR. BELCHER:

11 I would like to nominate Wilda Smith.

12 MS. ATKINS:

13 Okay. Wilda Smith. Thank you.

14 Are there any additional nominations for  
15 Board Chair?

16 (No response.)

17 MS. ATKINS:

18 Are there any additional nominations for  
19 Board Chair?

20 (No response.)

21 MS. ATKINS:

22 Hearing none, we will present Wilda  
23 Smith as our new Board Chair of Commerce & Industry  
24 Board.

25 Wilda, do you accept?



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1 MS. SMITH:

2 I do. I do.

3 MS. ATKINS:

4 Thank you. And now we will move to open  
5 the nominations for Vice Chair of our Commerce &  
6 Industry Board.

7 Are there any nominations?

8 MS. SMITH:

9 Madam Chair, I would like to nominate  
10 Mr. Bill King for the position of Vice Chair.

11 MS. ATKINS:

12 Okay. Thank you. Are there any  
13 additional nominations for Vice Chair of the Board?

14 (No response.)

15 MS. ATKINS:

16 Are there any additional nominations for  
17 Vice Chair?

18 (No response.)

19 MS. ATKINS:

20 Hearing none --

21 MS. SMITH:

22 I so move to close the nominations.

23 MS. ATKINS:

24 Thank you so much.

25 Motion has been made on Mr. Bill King as



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1 the Vice Chair of the Board and Ms. Wilda Smith as  
2 Chair. Thank you very much.

3 Thank you. So I will be handing the  
4 gavel over to Ms. Smith.

5 MS. SMITH:

6 Thank you.

7 MS. ATKINS:

8 You have full ownership. Thank you.

9 And having said that and done that, we  
10 have conducted the nominations. I guess we are ready  
11 for adjournment. Thank you.

12 (Meeting concludes at 2:14 p.m.)

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12 That the transcript has been prepared in  
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17 1434 and in rules and advisory opinions of the board;

18 That I am not related to counsel or to the  
19 parties herein, nor am I otherwise interested in the  
20 outcome of this matter.

21 Dated this 31st day of March, 2016.

22

23

24

25

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<hr/> <b>#</b> <hr/>	<b>060636</b> 25:12	<b>20071260</b> 24:3	<b>20110921</b> 12:11
<b>#29737</b> 12:10	<b>060636A</b> 25:12	<b>20071373</b> 20:10	<b>20110936</b> 13:17
<b>#51923</b> 14:23	<b>060636B</b> 25:12	<b>20080122</b> 20:20	<b>20111039</b> 13:20
<hr/> <b>\$</b> <hr/>	<b>062308</b> 21:2	<b>20080132</b> 25:13	<b>20111226</b> 20:11
<b>\$1,000</b> 33:14	<b>062308A</b> 21:2	<b>20080133</b> 25:12	<b>20120024</b> 10:5
<b>\$1,993,944</b> 22:1	<b>06247</b> 20:9	<b>20080573</b> 18:10 21:25	<b>20120133</b> 20:21
<b>\$101,801</b> 22:11	<b>070159</b> 20:20	<b>20080781</b> 25:13	<b>20120723</b> 18:3
<b>\$111,801</b> 22:14	<b>070160</b> 20:20	<b>20080875</b> 25:12	<b>20120724</b> 18:3
<b>\$161,674</b> 22:3	<b>070165</b> 20:10	<b>20080878</b> 25:13	<b>20120766</b> 16:22
<b>\$166,448</b> 22:18	<b>070166</b> 20:10	<b>20081276</b> 20:10	<b>20120871</b> 10:1
<b>\$178,631</b> 22:20	<b>070167</b> 20:10	<b>20090035</b> 11:10	<b>20120961</b> 12:15
<b>\$2,178,811</b> 22:19	<b>070184</b> 25:13	<b>20090149</b> 20:20	<b>20121106</b> 24:15
<b>\$2,880,029</b> 22:9	<b>070187</b> 20:17	<b>20090488</b> 24:8	<b>20121170</b> 19:13
<b>\$203,138</b> 22:7	<b>070189</b> 20:17	<b>20090697</b> 18:10 22:5	<b>20121186</b> 12:13
<b>\$295,427</b> 22:25	<b>070212</b> 20:17	<b>20091211</b> 20:11	<b>20121285</b> 20:11
<b>\$3,500</b> 33:13	<b>070314</b> 22:19	<b>20100052</b> 24:10	<b>20130011</b> 10:8
<b>\$3,559,840</b> 22:25	<b>070577</b> 18:9 27:2	<b>20100093</b> 20:21	<b>20130061</b> 20:21
<b>\$3,857,025</b> 22:22	<hr/> <b>1</b> <hr/>	<b>20100095</b> 20:21	<b>20130067</b> 16:24
<b>\$313,950</b> 22:23	<b>1</b> 33:4,10,12	<b>20100105</b> 20:17	<b>20130111</b> 18:13
<b>\$32,608,000</b> 11:12	<b>10</b> 10:11	<b>20100650</b> 18:10 22:9	<b>20130206</b> 22:22
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