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LOUISIANA BOARD OF COMMERCE AND INDUSTRY
PUBLIC HEARING, TAKEN AT THE LASERS BUILDING,
8401 UNITED PLAZA BOULEVARD, 4TH FLOOR CONFERENCE
ROOM, BATON ROUGE, LOUISIANA, ON MAY 22, 2018
COMMENCING AT 9:13 A.M.

1 **APPEARANCES OF BOARD MEMBERS:**

2

3 **STEVE WINDHAM**

4 **GLEN BRASSEAU**

5 **DANIEL SHEXNAYDRE**

6 **DON PIERSON**

7 **JAN MOLLER**

8 **SCOTT RICHARD**

9 **CHARLES MILLER**

10 **JERALD JONES**

11 **MILLIE ATKINS**

12 **HEATHER MALONE**

13 **THOMAS CARMODY**

14 **YVETTE COLA**

15 **RICHARD HARTLEY**

16

17

18

19

20 **STAFF MEMBERS:**

21 **BRENDA GUESS**

22 **MELISSA SORRELL**

23

24

25



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1 MR. WINDHAM:

2 Good morning, everyone. For
3 the board members -- we're not
4 calling the meeting to order yet.
5 There he -- calling this meeting
6 to order of the Louisiana Board
7 of Commerce and Industry to
8 receive comments from the public,
9 questions and comments from the
10 board members concerning the
11 proposed rules. For the board
12 members that have never met in
13 this room, I'm going to give you
14 a little overview. There's a
15 little button down here that if
16 you push it it makes it green.
17 If it's green you are live, so --
18 and then I have a mute all button
19 and should override.

20 All right. With that, we'll
21 call to order. Melissa, please
22 take roll call for us.

23 MS. SORRELL:

24 Robert Adley. Richard
25 Hartley.



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1 MR. HARTLEY:

2 Here.

3 MS. SORRELL:

4 Neil -- Representative

5 Abramson. Millie Atkins.

6 MS. ATKINS:

7 Here.

8 MS. SORRELL:

9 Mayor Brasseaux.

10 MR. BRASSEAU:

11 Here.

12 MS. SORRELL:

13 Representative Carmody.

14 MR. CARMODY:

15 Here.

16 MS. SORRELL:

17 Yvette Cola.

18 MS. COLA:

19 Here.

20 MR. COLEMAN:

21 Major Coleman. Ricky Fabra.

22 Manny Fajardo. Jerry Jones.

23 MR. JONES:

24 Here.

25 MS. SORRELL:



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1 Heather Malone.
2 MS. MALONE:
3 Here. Senator Martiny. Robby
4 Miller.
5 MR. MILLER:
6 Here.
7 MS. SORRELL:
8 Jan Moller.
9 MR. MOLLER:
10 Here.
11 MS. SORRELL:
12 Senator Chabert. Secretary
13 Pierson.
14 MR. PIERSON:
15 Present.
16 MS. SORRELL:
17 Scott Richard.
18 MR. RICHARD:
19 Here.
20 MS. SORRELL:
21 Danny Shexnaydre.
22 MR. SHEXNAYDRE:
23 Here.
24 MS. SORRELL:
25 Ronnie Slone. Bobby



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1 Williams. Steve Windham.

2 MR. WINDHAM:

3 Here.

4 MS. SORRELL:

5 Dr. Wilson. We have a
6 quorum.

7 MR. WINDHAM:

8 Thank you. First I would
9 like to thank everyone for coming
10 to this meeting. Your input is
11 important and is valued.

12 Secondly, I would like to let the
13 people that may not know that
14 Robert Adley had surgery in
15 Florida and there were
16 complications, so he is currently
17 in an impatient rehab. I do not
18 know the details. So if y'all
19 can all keep him in your prayers
20 that would be really nice.

21 The purpose of this meeting,
22 I'm going to go over the format
23 of how we're going to proceed.
24 We're going to identify -- we did
25 a roll call.



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1 The purpose of this meeting
2 is to receive public comments on
3 the proposed rules. Secretary
4 Pierson is going to give us an
5 overview of the rules, which was
6 published in the May 2018
7 Louisiana Register. Comments and
8 questions from the board members
9 will then be entertained and
10 responded to. Comments and
11 questions by the public will be
12 heard, and I believe we have 15
13 people that want to make
14 comments. 15 to 20, so I think
15 we can give people three minutes
16 for their comments to be made. I
17 would encourage people to stay on
18 point, and, if possible, not to
19 be repetitive of what may have
20 been said before unless you just
21 want to come up and say ditto,
22 you know, I agree with what the
23 previous individual said because
24 once the comment is made it's
25 received and understood and

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1 valued by us.

2 Upcoming dates and deadlines.

3 June 22nd is the deadline to
4 submit written comments and they
5 are submitted to the Department.

6 On June 25th at 9:30 LED will
7 hold a public hearing pursuant to
8 the Administrative Procedures
9 Act. All of the board members
10 are invited to attend and all
11 public are invited to attend and
12 do value the input that is given.

13 On June 27th at the Board of
14 Commerce and Industry regular
15 meeting include full board
16 consideration to move forward and
17 approve the proposed change --
18 changes, and then we will adjourn
19 from today's meeting. So that's
20 kind of the overview.

21 As you guys know, our first
22 meeting was seven hours. We do
23 not intend to be here for seven
24 hours. With 20 comment cards I
25 don't think we could be here for



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1 20 hours -- I mean, seven hours,
2 so with that I'm going to give
3 the floor to our illustrious
4 secretary, Mr. Don Pierson.

5 MR. PIERSON:

6 Thank you, Mr. Windham. Don
7 Pierson. Secretary of Louisiana
8 Economic Development. Thank you
9 for your attendance today and the
10 process and the proposed rules.
11 This is an important date, one of
12 two public hearings that we'll
13 conduct, and we are looking
14 forward to receiving public
15 comments on the proposed rules.
16 We want to make sure that we stay
17 on that topic regarding the
18 proposed rules. Would also note
19 that this meeting is being video
20 recorded so that we will be able
21 to post it on a link providing a
22 full accounting for board members
23 or others, members of the public
24 that are not available here
25 today. I understand that the



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1 technical capacities that we have
2 will be recorded, processed today
3 turned over to LED tomorrow,
4 possibly, so the link should be
5 up and live. I will tell you by
6 Thursday we'll do our very best
7 to make that a quick and
8 efficient process.

9 Proceeding now with just a
10 quick recap of the proposed
11 rules, what we seek to achieve
12 through their adoption, this, of
13 course, was done in concert with
14 many conversations with many
15 stakeholders from the month of
16 December through March and
17 beyond. They continue today,
18 actually, but what we arrived at
19 would be a much improved program,
20 in my opinion, and the features
21 of that are that the Exhibit A,
22 which is the pledge by the
23 corporation which is seeking an
24 exemption of what they will
25 provide to the community, and



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1 that will be in terms of their
2 proposed capital expenditures
3 investment that they will make.
4 It will be in terms of the number
5 of jobs they will make available,
6 the wages that is associated with
7 those jobs. That include a
8 healthcare benefit, by the way,
9 and also the term of the
10 agreement, which would be of ten
11 or more years. The previous
12 Exhibit A was a much lengthier
13 document. We sat down in concert
14 with stakeholders, reviewed it
15 and tried to bring about a more
16 user friendly document, and I
17 believe that the agreement now is
18 approximately 50 percent less
19 number of pages than the previous
20 edition. If I'm not mistaken it
21 went from something like 26 to
22 13.

23 The next major feature of the
24 proposed rules will change the
25 yield of the program. As you may



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1 recall, the constitutional
2 created Industrial Tax Exemption
3 program at a ten year one hundred
4 percent exemption, and from a
5 community stakeholder viewpoint
6 that meant revenues from that
7 investment millage's would begin
8 to come to the community in year
9 eleven.

10 Governor John Bel Edwards
11 enacted an executive order which
12 changed the yield to a five year
13 one hundred percent abatement
14 followed by a three year term at
15 an 80 percent abatement. If you
16 do calculations around that that
17 yield is approximately 75 percent
18 of the previous program, and
19 associated with that specific
20 yield revenues begin to flow to
21 the community in terms of millage
22 receipts in year six. With the
23 adoption of this rule change, the
24 yield will become ten years at 80
25 percent abatement given the



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1 community's impacted opt end.
2 Those being the sheriff, the
3 school board, parish government
4 and the case of municipality,
5 participating municipality. So
6 it's a significant change, and
7 when revenues began to flow to
8 the community from year eleven to
9 year six to now proposed that the
10 community impacted by the
11 investment would begin to receive
12 revenues in year one.

13 Finally, the important
14 element of the local voice, and
15 these characteristics that are
16 represented in the proposed rule
17 changes don't change.
18 Accountability feature that was
19 placed into this by the Governor
20 remains the same represented by
21 Exhibit A, the agreement, and
22 also the local voice as to
23 choosing whether to participate
24 in the abatement or not remains
25 with those governmental agencies.



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1 What changes is the process.
2 Previous to now, this board was
3 accepted completed applications
4 which included both Exhibit A and
5 Exhibit B. Exhibit B being the
6 grouping of adopted resolutions
7 coming from the school board, the
8 parish government and a letter
9 indicating support or not support
10 from the sheriff. At that point
11 the local government agencies
12 were required to evaluate and
13 then pass or not pass a
14 resolution of support.

15 In the new set of rules, the
16 Board of Commerce and Industry
17 backed by the LEDC staff will
18 fully evaluate all of the
19 proposals as we have in the past,
20 and they will include Exhibit A,
21 and then this board will then
22 provide what I will refer to as
23 initial approval. In other
24 words, the approval of board
25 after review that the proposed



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1 investment meets the
2 qualifications manufacturing job
3 creation or retention, etc., and
4 then we would provide immediate
5 notice to all of the impacted
6 agencies and include a new
7 addition on that list of
8 notification to the assessors.

9 Upon notification, the local
10 governmental agency has 30 days
11 in which to act if they seek to
12 have discourse regarding
13 consideration of this they can
14 move to have it placed on their
15 agenda within a 30 day timeframe
16 which should allow for the normal
17 cycle of public meeting for that
18 governmental agency and then
19 should the item be placed on the
20 agenda at the following meeting,
21 they will vote the request for
22 exemption up or down.

23 In this way within 60 days,
24 LEDC, the corporation, the public
25 know what the outcome of the



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1 proposed exemption is. In fact,
2 if no action is taken by any of
3 the governmental agencies then it
4 indicates their support, and
5 within 30 days it is possible to
6 communicate that certainty of the
7 exemption to a corporation.

8 The communities and
9 governmental agencies can rely on
10 the evaluation and the
11 qualification of the program
12 coming to them for consideration
13 as it is pass muster both with
14 LEDC and Board of Commerce and
15 Industry, so we're trying to
16 place the evaluation process, the
17 analysis process in the hands of
18 the professionals and simply
19 allow the local communities to
20 determine whether or not they
21 choose to participate in the
22 abatement.

23 That is the general rundown
24 of the proposed rules. Certainly
25 if there are more technical



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1 questions we'll be prepared to
2 entertain those from you today,
3 but they have been provided at
4 the opportunitylouisiana.com
5 website, and you can click there
6 to see a marked up set of the
7 rules for those that would seek
8 to have specific technical
9 questions resolved.

10 In a moment I will open up
11 the first opportunity for
12 comments and questions by the
13 board, but I would like to take
14 this moment to read into the
15 record the receipt of written
16 communications that have come to
17 the Department expressing support
18 for these proposed rule changes.
19 Each one of these letters
20 indicates support and urges the
21 Board of Commerce and Industry to
22 adopt these rules. A number of
23 them also suggest changes that
24 they would like to see in the
25 future. I believe that a well



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1 run organization should always be
2 reviewing its programs, and so I
3 would hope that we would continue
4 to consider changes to programs,
5 and that includes continue review
6 and possible revision in the
7 future of this, but I would also
8 be mindful that we have a
9 carefully crafted compromise of
10 many good ideas and suggestions
11 that is on the table today and
12 that what I will call this
13 program is ITEP 2.0 in that it's
14 the next version following the
15 Governor's executive order, and
16 that in the future you would
17 propose revisions to this set of
18 rules, and I would call that ITEP
19 3.0, so with that said, again, a
20 number of these organizations may
21 have included comments that I
22 would attribute to ITEP 3.0, but
23 these are all inclusive of
24 language that says I urge the
25 Board of Commerce and Industry to

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1 adopt these proposed rules as
2 soon as possible.

3 I will now read these into
4 the record and we will have the
5 written copies available. We're
6 going to put them together
7 electronically into a PDF file
8 and they will be available for
9 inspection, and they will be
10 provided as appropriate in
11 compliance with the
12 Administrative Procedures Act as
13 well.

14 A reminder that this doesn't
15 end the period for written
16 comments. We will continue to
17 receive those through 22 June.

18 I will now quickly read
19 through these. In support,
20 Greater New Orleans Inc., Michael
21 Heck. Mayor Steven Nosacka, Town
22 of Gramercy. Committee of 100,
23 Michael Olivier. Parish of St.
24 James, Parish President Timothy
25 Roussell. Glen Waguespack,



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1 Assessor. George Nassif (ph),
2 school board President. Willie
3 Martin, sheriff. Ed Shane,
4 superintendent. And Ryan Loch,
5 council chair. Greater Bossier
6 Economic Development Foundation,
7 David Rocket. Committee of 100,
8 Board of Directors, Shreveport
9 Bossier, Reginald Abrams.
10 Southern Credit, Jessie
11 Broderick. Southwest Economic
12 Development Alliance, George
13 Swift. Wayne Brown. Chairman of
14 the Board, Brown Builders. Frank
15 Fink representing the St. Mary
16 Parish government. World Trade
17 Center, New Orleans, Catelyn
18 Cain, executive director. Thomas
19 Spears, chairman. Eddie Hayes,
20 co-chair policy committee. Ben
21 Billings, co-chair policy
22 committee. Didier Consultant,
23 Dale Powers, Madison Parish Port.
24 Patrick Murphy, South Louisiana
25 economic council. Vic Lafont,

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1 Caddo Parish school board. Steve
2 Rail. Solutions through Science,
3 Jude Norton. Louisiana Ammonia
4 Producers, Dwayne Lee. St.
5 Charles Parish, Felicia Gomez
6 Walker, superintendent. Greg
7 Champagne, sheriff. Larry
8 Cochran, parish president.
9 Economic development. Michael
10 Tomlinson, port of south
11 Louisiana. Paul Aucoin, river
12 region Chamber of Commerce. Kim
13 Bourgeois chairman of the board,
14 Louisiana Industrial Development
15 Executive Association, Wanda
16 Curiole. Dow Chemical, Tommy
17 Fourcier. ExxonMobil, Malory
18 Leblanc. Louisiana resident,
19 Gloria McConnor. Didier
20 Consultants, Rhonda Boatner.
21 ExxonMobil Fuels and Lubricants,
22 Sherry Evans. Louisiana
23 residents, Dick Talbot.
24 ExxonMobil Baton Rouge complex,
25 Meredith Meaux. ExxonMobil, Troy

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1 Carter. Advanced consulting,
2 James Leonard, Don Alison.
3 ExxonMobil Employee Tray Ball.
4 Chairman Baton Rouge north
5 economic development district,
6 Ronald Smith. East Baton Rouge
7 Parish President. Northeast
8 Louisiana Economic Alliance,
9 Tenner Rachelle. Greater Baton
10 Rouge Industry Alliance ISC
11 Constructors, LLC, Collins Rang,
12 Vice-President. Mike Thomas
13 senior vice president of the
14 north American operation.
15 Central Louisiana economic
16 development alliance, Jim
17 Clinton. Tangipahoa economic
18 foundation, Cangelosi. Louisiana
19 chemical association, Greg
20 Bowser. IOP Constructors,
21 Michael Akey. Ascension Parish
22 Economic Development Corporation,
23 Kate McArthur. Regional economic
24 alliance of Louisiana, Jim
25 Clinton, chairman. Baton Rouge

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1 area chamber, central Louisiana
2 economic development authority,
3 Greater New Orleans, Inc.
4 Northeast Louisiana Economic
5 Alliance, One Acadiana, south
6 Louisiana economic counsel,
7 southwest Louisiana chamber.
8 Louisiana Association of Business
9 and Industry, Waguespack.
10 ExxonMobil, Pam Key. Louisiana
11 resident, Kimberly Paul,
12 Louisiana resident, Herbert
13 Vanhorn. Louisiana resident,
14 Dustin Speck. Louisiana
15 resident, Stephanie Campbell.
16 Louisiana resident, Jason
17 Campbell. Louisiana resident,
18 Richard Tullis. Louisiana
19 resident, Jilian Schuler.
20 Louisiana resident, Earl Himel.
21 Louisiana resident, Matthew
22 Hammond. Louisiana resident,
23 Dillon Cramer. Louisiana
24 resident, Jona Lee. Louisiana
25 resident, Ryan Canal. Louisiana

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1 resident, Donna Ray. Louisiana
2 resident, Anna Thomas. Louisiana
3 resident, Barbara Becoram.
4 Louisiana resident, Chad Aspears.
5 Louisiana resident, Eric
6 Volinseo. Louisiana resident,
7 John Big. Louisiana resident,
8 Scott Brown. Louisiana resident,
9 Danny Bouion. Louisiana
10 resident, Douglas Melancon.
11 Louisiana resident, Ryan
12 Whittington. Louisiana resident,
13 Charles Dabney. Louisiana
14 resident, Jason Ansley.
15 Louisiana resident, Stephanie
16 Cargile. Louisiana resident,
17 James Labong. Louisiana
18 resident, Jody Britt. Louisiana
19 resident, Michael Copski.
20 Louisiana resident, Cliff Mount.
21 Louisiana resident, Leo Chapel.
22 Louisiana resident, Kathy
23 Galliano. Louisiana resident,
24 Gloria Maconda. Louisiana
25 resident, Cheryl Bian. And

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1 Louisiana resident, Kevin
2 Bergeron.

3 Those are the organizations,
4 individuals, elected officials
5 that have -- during this first 30
6 day timeframe from the 25th of
7 April when the rules were posted
8 have reviewed and expressed
9 support, and, again, I would
10 indicate that as you review
11 letters you will likely see on a
12 number of them that they do have
13 suggestions for ITEP 3.0, but at
14 this time urge the board to adopt
15 the rules as proposed.

16 That concludes the reading of
17 the written comments into the
18 record that we have received so
19 far at LED, and at this time I
20 would entertain comments and
21 questions by the board.

22 MR. WINDHAM:

23 Thank you, Mr. Secretary. Do
24 any of the board members have
25 questions of the secretary



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1 concerning the proposed changes?

2 MR. JONES:

3 One question. Mr. Pierson,
4 you had mentioned that the rules
5 will allow for municipality which
6 may be in the parish to weigh in
7 on the issues, and I should know
8 the answer to this and I do not.

9 If a municipality is not
10 receiving ad valorem taxes do
11 they have the ability to have a
12 say in that matter or only those
13 municipalities that have passed
14 and receiving ad valorem taxes.

15 MR. PIERSON:

16 The exemption is focused on
17 millage's, so if the municipality
18 received no millage's, it would
19 be my understanding they would
20 not be a requirement for the
21 process.

22 MR. JONES:

23 Thank you.

24 MR. WINDHAM:

25 Any other questions by any of



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1 the board members? I believe this
2 is a good move in the right
3 direction. I believe the changes
4 that are being proposed will
5 provide the ability for entities
6 to make calculated decisions and
7 at least put into the equation an
8 answer so that Louisiana can
9 compete across a variety of
10 industries. I think parts of the
11 past have been some of the
12 uncertainty for the industries as
13 they move forward with the
14 project, and many of us know that
15 have done this, Economic
16 Development for a very long time,
17 it is an elimination process, so
18 as projects are considered by
19 businesses and industries, we
20 want to make sure that we stay on
21 the list, and the Governor's
22 office believe this is a good
23 move. It does allow entities to
24 receive dollars into the coffers
25 when project is announced in the

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1 beginning as opposed to waiting
2 until the six years, as the
3 secretary mentioned. It provides
4 a much thinned down legal
5 document that we believe in
6 reading it and from some of the
7 attorneys that I have spoken with
8 makes it a little more streamline
9 so that it doesn't have some of
10 the ancillary requirements that
11 may have been required before
12 just to be in compliance with the
13 document, you know, being a CPA,
14 so that is a really good thing in
15 there and it still gives the
16 locals the opportunity to express
17 their voice. It's just not on
18 the front end. It's after the
19 professionals, the companies, the
20 state have come together and
21 determine that the project is a
22 good investment from the state's
23 perspective. The economic
24 development -- developers at the
25 local level bring these projects



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1 to the communities and they are
2 the experts in that area. So the
3 other elected officials may not
4 have the experienced background
5 to make those decisions, so now
6 we're just lending a local
7 expertise, Board of Commerce and
8 Industry's input and voice into
9 the project and then giving the
10 locals the ability to voice their
11 approval or disapproval, but it's
12 given the companies a timeline
13 that they can work with. So
14 kudos to the staff for those
15 pulling these kind of rules
16 together. It is a compromise
17 from where we were before.

18 Any other questions or
19 comments from the board members?
20 All right. If there are any
21 members of the public who have
22 not submitted a card, I encourage
23 you to do so now so we can make
24 sure we hear your comments. You
25 can give them to Melissa or to



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1 Tham or to anyone on the front
2 row here on the right hand side.

3 With that, we'll open this up
4 to the -- for the comments on the
5 rules.

6 First I would like to invite
7 Mr. Jim Patterson representing
8 LABI. And I guess part of the
9 process here is so I don't have
10 to read everything and we don't
11 want to be repetitive. I will
12 invite your name up and you come
13 up and tell us who you represent
14 and what your comments are. If
15 possible, please keep it to three
16 minutes. With modern technology,
17 I can count. All right. Please,
18 Mr. Patterson.

19 MR. PATTERSON:

20 Thank you, Chairman Windham,
21 and Mr. Secretary, members of the
22 committee, I am Jim Patterson. I
23 am with Louisiana Association of
24 Business and Industry known as
25 LABI. I serve as Vice President



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1 of government relations and tax
2 counsel director. I want to begin
3 by thanking the secretary for
4 having reached out to us as well
5 as others within the business
6 community to solicit our input
7 regarding the program and the
8 need for changes to include that
9 program. We were -- pretty sure
10 that's not three minutes.

11 MR. WINDHAM:

12 No. That's not. Sorry.

13 MR. JONES:

14 Technology is good. User,
15 maybe not so good.

16 MR. WINDHAM:

17 We'll add a few more seconds.

18 MR. PATTERSON:

19 I appreciate that. A little
20 extra time at they say in soccer.
21 So we very much appreciate the
22 secretary for giving us this
23 opportunity for input. We do
24 believe that these changes are
25 going to improve the way that the



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1 program operates and make it more
2 attractive to certain industries,
3 and we very much want to
4 congratulate you on bringing us
5 to this point.

6 As you have indicated, there
7 is a desire for more change. We
8 did submit a number of pages
9 worth of changes that we thought
10 needed to be made, many of which
11 are not part of these changes,
12 and we understand those reasons,
13 but do look forward to working
14 with the secretary, the
15 administration, the board to
16 continue to improve the program
17 and make it more palatable to the
18 manufacturers.

19 We are concerned that with
20 the economic vibrance in our
21 country that Louisiana may not be
22 properly positioned to be a part
23 of that, and we don't want to
24 lose that opportunity, and we
25 think that this is an important



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1 step in that direction. We hope
2 to work with the legislature as
3 regards to changes coming forth
4 to make sure that we do no harm
5 in terms of the attractiveness of
6 our state to business development
7 expansion to the growth of jobs.
8 That is what we want to see
9 happen. We believe that this is
10 a good first step. And, again,
11 commend you, Mr. Secretary. We
12 thank you, the board, for
13 deliberating this, and we look
14 forward to, as I said, working
15 with you as we endeavor to
16 continue to improve this program.
17 Thank you.

18 MR. WINDHAM:

19 Thank you, Mr. Patterson.
20 Next we'll have Dale Powers. All
21 right. Thank you. Next we'll
22 have Tyler Gray. Tyler Gray in
23 the audience.

24 MR. GRAY:

25 Right here. Good morning.



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1 Mr. Secretary, Board of Commerce
2 and Industry members, my name is
3 Tyler Gray. I'm the general
4 counsel for the Louisiana Mid
5 Continent Oil and Gas
6 Association. Our membership
7 represents both refiners and L&G
8 companies in the state, and I am
9 here today, and I do apologize
10 for not submitting a comment
11 beforehand, but I do have a
12 letter that I would like to enter
13 into the record that basically
14 says we want to please urge
15 you-all to adopt these rules as
16 fast as possible. We do
17 recognize that there is an
18 opportunity to improve at some
19 places and we will submit
20 additional comments asking for
21 clarification in some areas of
22 the rules, but at this point we
23 do ask and urge you to adopt them
24 as soon as possible. Thanks so
25 much.

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1 MR. WINDHAM:

2 Thank you, Mr. Gray. Next we
3 have Douglas Melancon.

4 MR. MELANCON:

5 Good morning. Douglas
6 Melancon. ExxonMobil employee.
7 I work in the environment group
8 at the Baton Rouge complex. I'm
9 a lifelong Louisiana resident.
10 Graduated from LSU, stayed in
11 Baton Rouge. My wife is a teacher
12 in the East Baton Rouge school
13 system. I live in Mid City and
14 I've raised two kids in Baton
15 Rouge and we are proud to be from
16 Baton Rouge. I urge you to
17 support LED's new guidelines.
18 This will encourage economic
19 development and make for a
20 predictable stable tax climate,
21 which is a key consideration for
22 companies considering future
23 investments. Continue economic
24 growth and prosperity depends on
25 a business environment that



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1 encourages capital investment and
2 creates jobs. I want Louisiana's
3 economy to prosper and grow.
4 ExxonMobil recently announced a
5 \$50 billion in plan investments
6 for the Gulf Coast. I want those
7 investments and opportunities to
8 come here to Baton Rouge. I want
9 to stay in Baton Rouge and I want
10 my children to stay in Baton
11 Rouge. We have to be -- we have
12 to be strategic. We have to be
13 competitive now to allow for
14 future growth and success.
15 Consider the jobs currently
16 created by ExxonMobil investments
17 in our area. Greater than 6,900
18 full time Exxon employees and
19 contractors consider the jobs
20 created by those jobs. These
21 jobs are the fuel that drive the
22 Baton Rouge economy.

23 Lastly, as a employee and
24 someone's whose entire career has
25 been spent in the environmental



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1 regulatory world, ExxonMobil is
2 committed to being a good source
3 of the environment. We
4 understand our responsibility to
5 this community and our commitment
6 to our right to operate. Thank
7 you.

8 MR. WINDHAM:

9 Thank you, Mr. Melancon.
10 Next we have David Hunagriff.

11 MR. FINK:

12 I am sorry I couldn't open
13 before the day -- I am Frank
14 Fink. I'm the Director of
15 Economic Development for St. Mary
16 Parish, and so I do appreciate
17 the fact you did send Don a
18 comment letter already and in
19 general we have some agreement,
20 but we also have -- we are going
21 to ask the board to consider
22 maybe some other things within
23 the new rules.

24 We do agree that the fact
25 that you shortened Exhibit A



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1 going down to 13 pages that we
2 hope that you will continue to
3 shorten that because we may have
4 Industrial Tax Exemption projects
5 with about 700,010 employees and
6 even the 13 page document would
7 be overwhelming to them, so we
8 hope that you consider shortening
9 that up. The proposal to adjust
10 the level, and the terms and the
11 magnitude is fine with us, we
12 don't have a problem with that.
13 The request we have is why now do
14 we have a top down process that's
15 proposed by the department -- by
16 the department and the C&I board.
17 The parish is a political
18 subdivision that offers the
19 Industrial Tax Exemption to
20 manufacturers as it is set. If
21 the benefits of that project in
22 our parish is seeking incentives
23 itself, we take a positive look
24 at it. Regardless of the state
25 still benefits from the

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1 manufacturing expansion through
2 sales tax and income tax
3 collections, the proposed process
4 does not recognize parish
5 leadership by going around parish
6 President directly to the parish
7 taxing authority. So what
8 suggestions would we like to make
9 to you. We'd like you to
10 consider that the parishes have a
11 local option to determine
12 expansion in your parish. The
13 state will still have the
14 responsibility to produce Exhibit
15 A and to monitor the process. 90
16 percent of the Industrial Tax
17 Exemption projects begin at the
18 parish level. The parish will
19 evaluate the benefits to the
20 incentive and the expansion as
21 positive. We will get our taxing
22 authorities to sign off and send
23 this to LEDC. This could take
24 off a lot of time in the process
25 and if LEDC approves of what we



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1 do in the Exhibit A is put in
2 place, we can go right ahead with
3 the C&I board approval and send
4 it on to the Governor for his
5 signature.

6 In St. Mary Parish, taxing
7 authorities have granted
8 authority by resolution to the
9 parish President to act on their
10 behalf if the parish level
11 benefits exceed the incentive
12 offer for the project and the
13 parish President must inform and
14 discuss with each taxing
15 authorities designee. In
16 economic development terms, the
17 benefits of the project. Other
18 parishes may have similar systems
19 in place or develop a local
20 option to facilitate, grant them
21 the Industrial Tax Exemption. If
22 offering is not satisfactory let
23 us suggest that the local option
24 be considered for all projects
25 that qualify for ITEP with a



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1 capital investment below \$10
2 million. This will alleviate the
3 burden of the secretary and the
4 C&I board of dealing with a much
5 smaller ITEP proposals. Thank
6 you.

7 MR. WINDHAM:

8 Thank you, Mr. Fink.

9 MR. HUNAGRIFF:

10 Thank you, sir. Thank you
11 secretary. My name is David
12 Hunagriff. I'm St. Mary Parish
13 President, and like Mr. Fink said
14 prior to that, in 2016 the
15 Governor signed the executive
16 order and I thought it was a good
17 thing. Having local input into
18 the process, which was tremendous
19 especially how we are truly the
20 one that are truly affected by
21 this. But in doing so I
22 recognize right off the bat the
23 pitfalls that we're dealing with.
24 As a businessman, I cringe at the
25 thought of my company or any



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1 other company having to go
2 between -- before each of these
3 tax entities and have to sit and
4 ask permission to get that
5 exemption because even through
6 this process as Frank Fink
7 mentioned, it becomes more beyond
8 the merits of what your review --
9 the process of the application
10 which of -- of which you are
11 requiring, it becomes political,
12 so what we did was we went to
13 each and every taxing entity. The
14 five cities in St. Mary Parish;
15 the school board and sheriff and
16 the city and parish council, and
17 out of that the total of 48
18 individuals and only one voted
19 against it. They all gave me the
20 authority to use their authority
21 in deciding this, and, again, why
22 is this important because it
23 streamlines the process. It's
24 the best of both worlds. It
25 brings it to the local level and

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1 in that resolution I am required
2 to discuss and inform each
3 entity's designee, so everyone is
4 going to be informed what is
5 going on and instead of this
6 process taking 60 days, we can do
7 it in 14.

8 So I suggest looking forward
9 trying to combine the two, and
10 parishes that have resource,
11 parishes that are actually doing
12 what St. Mary Parish did can
13 streamline the process, getting
14 everyone on board, give that
15 authority to the Parish President
16 and with that parish having the
17 resources to their own analysis
18 at a certain level like Mr. Frank
19 mentioned, pick a number, ten
20 million, five million, allow us
21 to start the process from the
22 bottom up and continue this so we
23 can streamline for businesses.
24 Thank you.

25 MR. WINDHAM:



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1 Thank you, sir. Next we have
2 Robert Berg.

3 MR. BERG:

4 Ditto.

5 MR. WINDHAM:

6 Thank you. Next we have Chad
7 Istre.

8 MR. ISTRE:

9 Good morning, everyone. I
10 like to say as Robert said ditto
11 and I am so happy this morning.
12 I'm Chad Istre. I'm an
13 ExxonMobil Employee for 20 years.
14 I am a 10th generation
15 Louisianian married to an 8th
16 generation Louisianian with two
17 Louisianian children and would
18 love to stay here. I'm so
19 pleased. Secretary Pierson what
20 you said, there is one foot that
21 sticks with me, not every change
22 is an improvement but every
23 improvement requires a change, I
24 love what you said. Every
25 organization needs to look at



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1 itself and make itself
2 continually better. I make
3 mistakes every day. I need to
4 keep doing better and better
5 until we get to eternity. And
6 Chairman Windham, I like what you
7 said that this is good
8 compromise. So I would say ditto.
9 I'm pleased with what y'all are
10 doing. I think some things in
11 life work, some things don't. And
12 I tell the story that when this
13 happened in 1936 when this was
14 first passed, and I asked people
15 and sometimes they know and
16 sometimes they don't. If
17 something is going on in the
18 world in 1936 there is a big
19 demand for fuel across the world.
20 Does anybody know what it was?
21 World War II, right. And our
22 grandparents and great
23 grandparents passed this tax
24 referral program to attract
25 business to give generational

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1 jobs here in Louisiana. Four of
2 the five ExxonMobil facilities
3 that have never been built here
4 if it weren't for that case.
5 Picked up in 1963 where we would
6 have got Disney World but so be
7 it and let's not do that again.
8 80 years later when it is
9 overturned this is a compromise
10 to get it back. Maybe this is
11 2.0 and maybe some day we can get
12 that to 3.0. One of these boards
13 put together that we're now 12th
14 best in manufacturing
15 friendliness. We used to be No.
16 1. Who goes for the record? Who
17 goes to the 12th car dealership
18 to get the 12th best deal and is
19 happy about it. It's the same as
20 losing 11 times over. Let's put
21 Louisiana first again. Thank
22 you. Ditto. I appreciate you.

23 MR. WINDHAM:

24 Thank you. Next we have
25 Alexis Hector.



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1 MS. HECTOR:

2 Ditto.

3 MR. WINDHAM:

4 Thank you. Ms. Diane Haley
5 or Hadley?

6 MS. HANLEY:

7 Hanley.

8 MR. WINDHAM:

9 Hanley. I am so sorry.

10 MS. HANLEY:

11 My name is Diane Hanley and I
12 really appreciate having these
13 three minutes, and I thank you
14 for telling me that you value my
15 opinion. You are going to hear a
16 lot of different opinions from
17 mine, and so I would really like
18 mine in the record. I'm hoping
19 that you know the story of the
20 Emperors New Clothes, and if you
21 don't, I would tell you to please
22 read it tonight because this is
23 what is happening here today. We
24 are exposing ourselves to a story
25 that has been told for 80 years



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1 and we are having something woven
2 for us that is telling us that
3 there are jobs being created
4 through ITEP. These companies
5 are creating jobs and I'm glad
6 they have jobs but the way these
7 rules are written, it is saying
8 that whether there are jobs or
9 not, come on in and we'll give
10 you a break. 30 hours of work
11 for one week and we counted.
12 That's what's going on here
13 today. So I want you to know
14 when you read the story of the
15 Emperors New Clothes and you
16 think about that child that comes
17 forward and says, the Emperor has
18 no clothes, that's the citizens
19 of the state who are waking up.
20 I know there are experts in the
21 field. The experts are very
22 happy with these rules and there
23 is a reason and they will come
24 again and again. I'm not sure
25 who the compromise was with but

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1 it wasn't with me because I can
2 show you over and over again
3 where these rules continue the
4 status quo. It's not changing
5 things. If this is a requirement
6 of jobs then the jobs will show
7 up and we will see them, but if
8 you have to write the rules in a
9 way so that it is so vague about
10 new jobs coming along, we want
11 ten year jobs. We want jobs that
12 are going to last at least as
13 long as the exemptions, and these
14 are saying that they can have
15 jobs that are, you know, 30 hours
16 a week for one week, one month is
17 what this stands for, so I want
18 us to really consider what is the
19 truth of what is going on here
20 and to stop seeing things as if
21 they are clothes on us when they
22 are not.

23 I think we are allowing the
24 proposed rules to create zero
25 real jobs and growth and even job



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1 cuts disguised as job gains. I
2 want y'all to look at this
3 honestly. The experts keep
4 telling us this is what you see,
5 this is what you see, but what
6 we're doing is exposing our
7 Emperor to what is not real. You
8 will have the testimony and you
9 can ask for more testimony about
10 what is really happening here.
11 Our recommendation is that the
12 revised rules should establish
13 clear stipulations for contract
14 labor, requiring that it be
15 counted on a full time equivalent
16 ten year basis to close the
17 phantom job loophole. We're also
18 asking that there be real
19 established return on investment
20 analysis that, Mr. Pierson, we
21 appreciate your 28 years of
22 service and the knowledge you
23 have in your heart and your head
24 but you may not be here forever
25 and we need to have these rules,

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1 these analysis come from the
2 experts that will corroborate
3 your statements of history and
4 knowledge, and we appreciate you
5 giving us that, but we want
6 analysis that will be in
7 statements that will be written
8 that we can look at ourselves.
9 If you are telling the locals you
10 are going to give it to us, give
11 it to us. We're asking for it.
12 We don't want it just being told
13 to us. As locals, as citizens
14 we're learning what we need to
15 learn about this ITEP program and
16 we're going to be calling out
17 that the Emperor has new clothes
18 when the Emperor has new clothes,
19 and we ask you as people who are
20 policymakers to look at this more
21 carefully, more closely and at
22 the analysis that we at Together
23 Louisiana are putting forth.
24 Thank you very much.

25 MR. WINDHAM:



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1 Thank you, Ms. Hanley. Mr.
2 Roger Bagert.

3 MR. BAGERT:

4 Good morning. My name is
5 Roger Bagert representing
6 Together Louisiana. After you
7 read the Emperors New Clothes I
8 encourage you to read the
9 proposed rules.

10 We don't have a problem with
11 the elements of this agreement of
12 policy choices made by the rules.
13 That's not what I want to testify
14 to today. We commented ourselves
15 to that. It's to drafting
16 choices or errors that muddy and
17 confuse things. The -- the sense
18 of urgency is real and it's
19 around the need for certainty and
20 clear expectations, and that's
21 not a need shared only by
22 applicant companies in the
23 business community. We all feel
24 that. We all want this thing to
25 be settled. But if there are



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1 areas of ambiguity that will not
2 only maintain but enhance
3 uncertainty then the process of
4 rushing this through to get it
5 done in August instead of
6 September won't meet the goal of
7 certainty, it will increase
8 uncertainty.

9 Give you three examples. On
10 the first page of the rules it
11 talks about when the new rules
12 are meant to apply and it says --
13 this is under C3. It says, first
14 that after June 24, 2016 but
15 before June -- July 1, 2018 the
16 applicant has the option of
17 choosing between the rules
18 promulgated on June of 2017 or
19 the current rules that are about
20 to be promulgated, and the next
21 sentence says that applications
22 within advanced notice filed
23 after June 24th but before
24 October -- June 24, 2016 but
25 before October 21, 2016 thou



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1 shall be subject to the rules on
2 June 20, 2017. The second subset
3 is contained within the first, so
4 now we have a shall that is
5 directly in contradiction with
6 the previous sentence. That
7 wouldn't increase certainty, that
8 will increase uncertainty and
9 probably legal litigation.

10 Second around jobs, in the
11 Enterprise Zone Program jobs are
12 admirably defined. It says we
13 are going to establish a baseline
14 based on a 12 month prior
15 history. The current standard
16 for jobs includes job retention,
17 and here is what qualifies for
18 job retention, any investment,
19 quote, to employ best practice or
20 innovative state of the art
21 technology, any investment to
22 increase maximum capacity or
23 efficiency that is any investment
24 ever made because why would you
25 make an investment except to



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1 increase your maximum capacity.
2 Once that loophole is created
3 around retention, any job that's
4 at least 30 hours that doesn't
5 have a specified term, so if I
6 hire somebody for a week but I
7 haven't specified it's a week,
8 under these rules can be made and
9 understood to apply as equivalent
10 to a ten year full time job.
11 It's no longer a question of
12 whether that interpretation will
13 be made, it is being made.
14 Applications that have been
15 submitted to the Board of
16 Commerce and Industry already
17 include an -- I'm not going to
18 name the company because it's
19 beside the point here today, but
20 it's a public record, include job
21 creation of 257 new jobs since
22 December of 2017 to March of 2018
23 when there has been no new
24 hiring.
25 What's happening, contract

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1 jobs are being counted on an
2 apples to apples basis when it's
3 not apples to apples it's apples
4 to oranges.

5 Finally, there is a
6 requirement for return on
7 investment statement that was
8 originally put into the executive
9 order in the rules promulgated in
10 June of 2017. It is the position
11 of LEDC as expressed in an e-mail
12 to us through their executive
13 counsel that this return on
14 investment statement is not
15 required to be written or formal.
16 That it can be eyeballed. That
17 it can be judged by the
18 experience and intuition of the
19 secretary. We think that's an
20 untamable position. We think
21 that is not a sound basis by
22 which to establish whether to
23 grant public resources for
24 private purposes, and we think
25 it's the responsibility of this



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1 board to clarify that a return on
2 investment statement must be
3 based on a return on investment
4 analysis that is both written and
5 formal. Thank you.

6 MR. WINDHAM:

7 Thank you, Mr. Bagert. Next
8 we have Traci --

9 MS. GREEN:

10 Green.

11 MR. WINDHAM:

12 Green. I'm sorry.

13 MS. GREEN:

14 Ditto to supporting LED.

15 MR. WINDHAM:

16 Thank you, ma'am. Jasmine
17 Payne.

18 MS. PAYNE:

19 Ditto.

20 MR. WINDHAM:

21 Thank you, Jasmine. David
22 Parker.

23 MR. PARKER:

24 I support ITEP. Thank you.

25 MR. WINDHAM:



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1 Thank you. Deborah Meaux.

2 Please, behind the -- yeah.

3 Thank you.

4 MS. MEAUX:

5 Good morning. I am Debbie
6 Meaux. I'm President of the
7 Louisiana Association of Educator
8 and I have been in education for
9 43 years.

10 First, thank you for allowing
11 me to speak. I am here today to
12 ask this board to consider the
13 negative impact of making local
14 school ad valorem tax money a
15 phantom promise leaving our
16 school system struggling to
17 provide the needs of children and
18 school employees why we continue
19 to keep wealthy corporate
20 companies from paying their
21 constitutional ad valorem taxes
22 to help support community
23 services and schools. I ask this
24 board to remove school districts
25 from the ITEP completely.



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1 Schools should not bear the
2 burden and the harmful effects
3 incurred through the non-payment
4 of tax money sorely needed by
5 every school district to pay the
6 employees, build or refurbish
7 school buildings and most
8 importantly give students
9 resources needed to become
10 successful in life. Louisiana is
11 the only state in the union that
12 shaves away local taxes from
13 schools. Mississippi doesn't do
14 it. Texas doesn't do it.
15 Arkansas doesn't do it. In fact,
16 Louisiana is the only state in
17 the country that raises its much
18 needed tax money to companies
19 that are wealthier and better off
20 than our school districts.
21 Though many will say that the
22 exemption it won't provide much
23 in the way of helping to fill the
24 needs of our school systems, we
25 all have to acknowledge it will

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1 be more than they correctly
2 receive. And in a world of
3 education every single dollar
4 counts.

5 Over time as property returns
6 to the catch roles, the income
7 from these ad valorem taxes will
8 accumulate to provide a growing
9 dollar amount. Our children here
10 in East Baton Rouge Parish school
11 district and children in all
12 school districts around the state
13 deserve every dollar we can put
14 to work for them. Additionally
15 our taxpayers who are always the
16 first that we go to when we need
17 money for our schools deserve a
18 break in the taxes they pay. If
19 we removed school districts from
20 this tax exemption program all
21 together, we would be giving our
22 tax payers a break in what they
23 have to pay in order to educate
24 their children. Thank you.

25 MR. WINDHAM:



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1 Thank you, Ms. Meaux. Girard
2 Melancon, CP -- I am sorry, Ph.D.
3 Sorry, sir.

4 MR. MELANCON:

5 I was going to say my brother
6 is in the room, but he is in New
7 York City. Once again, Girard
8 Melancon. I am not a native
9 Louisiana, but before I get into
10 that, I'm currently the Executive
11 Director for WorkForce Education
12 at Baton Rouge Community College,
13 and I am also President of the
14 national council for workforce
15 education, so we have a 400
16 member community college
17 workforce develop group that I'm
18 President elect for, and I'm
19 really the envy of a lot of my
20 colleagues on the board. I also
21 was raised in the State of
22 Illinois. Funny, my dad is
23 Donald Melancon, which, by the
24 way, he found a stage someplace
25 in the common system of Illinois.



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1 I'm not sure if there is another
2 stage village at all, but I was
3 raised in the State of Illinois,
4 and growing up there, southeast
5 Chicago, the rust belt of the
6 Midwest, and I pray every day,
7 who my dad was the principal, he
8 died early, 63, and my mother is
9 still alive and she was a school
10 teacher of 43 years and she still
11 receives a state pension for
12 however long that is because the
13 state budget of Illinois is
14 horrendous because of no industry
15 and a lot of high migration.

16 I don't want to see that
17 happen here in Baton Rouge. I
18 also studied in Colorado for
19 seven years. I was groomed to be
20 a city manager. I understand the
21 role of ad valorem property tax
22 and how they can fund local
23 communities and systems and so
24 forth. But without a signal of
25 strong economic development and



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1 growth, nothing is going to grow.
2 We are in the workforce. These
3 part time jobs I have seen
4 firsthand, my unit is built
5 around industry base
6 certification with the unskilled
7 worker to a middle skilled
8 worker. Our economy is built
9 around middle skilled jobs. 20
10 percent unskilled, 54 percent
11 currently, 57 percent currently
12 middle skilled. Most of those
13 skills are industrial plants;
14 pipers, welders, instrumentation
15 techs, electricians, and so
16 forth. Working with Exxon right
17 now for the past four years or
18 so. We are rating unskilled
19 workers and moving them up in
20 north Baton Rouge community from
21 a laborer blaster painter to a
22 pipe fitter, electrician or
23 welder. We're doing that. People
24 are growing.

25 This industry -- there is no



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1 other industry that can do that.
2 It could be tech jobs and we
3 could be moving three people at a
4 time or anything else, mass skill
5 of movement of population,
6 industrial skill jobs is where
7 it's at.

8 So, in short, I support these
9 proposed changes and do it
10 quickly. The globe is watching
11 us. But to send a message across
12 the globe in that we are truly
13 open for business in Louisiana,
14 and I don't want to be a part of
15 and I really want to sustain from
16 becoming the new rust belt of the
17 south. Thank you.

18 MR. WINDHAM:

19 Thank you, Dr. Melancon.

20 Brad Allen. Brad -- I am sorry.

21 MR. ALLEN:

22 Thank you. My name is Brad
23 Allen. I'm with ExxonMobil. I am
24 the operations manager at our
25 Baton Rouge polyolefins plant on



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1 the north side of east Baton
2 Rouge. You can probably tell from
3 my accent I was not born here in
4 Louisiana. I'm not a 10th
5 generation but I'm definitely
6 proud to call it home and I plan
7 to stay here for many years. I
8 am a husband and two children
9 that I want them to have the
10 opportunity here in Baton Rouge
11 that I have had.

12 I support -- I think it's
13 important to really show support
14 for ITEP here.

15 Chairman Windham, you
16 mentioned earlier about the
17 competitiveness of our state, the
18 true mentality of ITEP. ITEP for
19 that, so I want to bring that to
20 a project that we're actually
21 considering here in East Baton
22 Rouge. I think Chad mentioned
23 already that ExxonMobil is
24 looking at a \$50 billion worth of
25 investment in the Gulf Coast.



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1 That's a pretty big number, and
2 we want a lot of that here in.

3 MR. WINDHAM:

4 We want all of it.

5 MR. ALLEN:

6 So at the polyolefins plant
7 we are on that. We are
8 considering a major investment as
9 an expansion of polypropylene. So
10 polypropylene, that is a plastic
11 product that goes in everything
12 from food containers to diapers
13 to wipes to medical scrubs to
14 automobiles, right. And
15 automobiles, that's a product
16 that helps lighten the vehicle
17 with high strength. Some of our
18 new technologies there. It
19 actually saves gasoline. Sounds
20 odd from an ExxonMobil guy saying
21 that statement, right. But for
22 us to be able to evaluate a
23 project such as that, we have to
24 have regulatory and tax
25 certainty, okay, to remain



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1 competitive.

2 So polypropylene is a product
3 that we make around the globe and
4 we make it right next door in
5 Texas as well. We have to remain
6 competitive with other states.

7 We -- when we're looking at a
8 project like this, I mean, the
9 amount of incentives that come
10 out of ITEP for us they can make
11 or break that product -- that
12 project, and we want that project
13 right here in our hometown.

14 So with no investment here, I
15 mean, it means no sales tax,
16 right, it means no jobs, it means
17 no increase to the long term
18 income tax base and to the long
19 term income property tax base, so
20 I said personally, I want the
21 company to invest here. I want
22 jobs here. I want growth here.
23 And I want a brighter future for
24 Baton Rouge and Louisiana. Thank
25 you for your time.



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1 MR. WINDHAM:

2 Thank you, Mr. Allen.

3 Gregory Bowser. He ditto that.

4 I'm assuming. Jessica Pranjic.

5 Pranjic. Please correct my

6 pronunciation.

7 MS. PRANJIC:

8 You had it right. It's

9 Pranjic.

10 So good morning. My name is
11 Jessica Pranjic. I am the
12 manager of communications and
13 workforce development with the
14 Greater Baton Rouge Industry
15 Alliance, and I am here today to
16 urge you to support these new
17 guidelines by LEDC, and we do
18 know that ITEP has successfully
19 served as an investment for
20 economic growth in our area, and
21 I would also like -- to this is
22 on multiplier effect on
23 manufacturing that for every one
24 manufacturing job required for a
25 project an additional eight to



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1 nine jobs beyond just direct
2 construction and contractor
3 employment is required to help
4 support that investment.

5 I would also like to bring up
6 the fact that industry in the
7 capital region does pay two
8 thirds of all property taxes
9 again in capital region, so,
10 again, I just want to urge
11 support of these new guidelines
12 to help enhance the
13 predictability for business
14 investment in the future. So,
15 thank you.

16 MR. WINDHAM:

17 Thank you. Russell
18 Richardson.

19 MR. RICHARDSON:

20 Good morning. My name is
21 Russell Richardson. I'm
22 representing the Baton Rouge Area
23 of Chamber. We serve as the
24 economic development organization
25 for the non-parish capital



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1 region.

2 ITEP is one of the most
3 important economic tools that we
4 use to attract and retain
5 business in capital region.

6 Since the executive order was
7 issued in June 2016 there's been
8 a great deal of uncertainty and
9 unpredictability around ITEP.

10 Without much structure and
11 guidelines it's been difficult
12 and local governments to
13 implement the program. The local
14 process is very widely between
15 the parishes since 2016 and in
16 some cases the program have
17 effectively been brought to a
18 standstill. These new rules more
19 clearly define the local input.

20 It provides a more simple and
21 straight forward approval
22 process. Providing a return on
23 investment statement and
24 recommendation to local taxing
25 authorities gives locals the



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1 information needed to make
2 responsible decisions for
3 companies considering investment
4 in our communities.

5 On behalf of our organization
6 and its 1,500 business we
7 represent, we ask you to adopt
8 the proposed rules on the fastest
9 available timeline. These rules
10 are a great step forward in
11 providing a more transparent and
12 predictable program which is key
13 to returning Louisiana and the
14 capital region to a competitive
15 location for new investment.

16 Thank you.

17 MR. WINDHAM:

18 Thank you, Mr. Richardson.
19 Stephanie Cargile.

20 MS. CARGILE:

21 Good morning. I'm Stephanie
22 Cargile. I'm the public affairs
23 manager at ExxonMobil, but more
24 importantly I am a lifelong
25 resident of Baton Rouge and



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1 Louisiana and my great
2 grandfather help bring standard
3 oil here to Baton Rouge. My
4 great uncle helped Southern
5 University locate on its current
6 location. So I am deeply
7 committed to the state and I
8 think what you guys are
9 considering today, these revised
10 rules is a huge step in the right
11 direction for predictability for
12 us.

13 As you have heard today from
14 several of our employees and from
15 Brad, and you-all know we are
16 considering a major project in
17 Baton Rouge, and we are looking
18 for that predictability to be
19 able to understand the cost of
20 investing in Louisiana versus
21 other places right now.

22 I would like to also say that
23 something that is not often
24 mentioned is what is happening in
25 the Gulf Coast with not just



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1 Exxon but other industry. It's a
2 huge time of growth, and we want
3 Louisiana to be able to compete
4 for that growth. We want more
5 projects to come here. Right now
6 I know a lot of focus is on jobs
7 and we are at max of simulation.
8 That means we are hiring to the
9 top level and we are hiring right
10 here in Baton Rouge but those are
11 going to be for jobs across the
12 Gulf Coast, so those jobs are
13 going to follow where the
14 investment goes. We want those
15 jobs to stay right here in
16 Louisiana.

17 And the last thing that I
18 will mention is that beyond the
19 direct economic impact that
20 investment can bring and that
21 extends to those contractor jobs
22 to even restaurants that benefit,
23 the local retailers, all of the
24 different suppliers and vendors
25 that benefit from investment. I



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1 think we also need to consider
2 what we can do with our local
3 communities as a partnership. A
4 lot of the rhetoric we have heard
5 has made economic development a
6 bad thing and it is not. It is a
7 very good thing and our local
8 communities need to understand
9 that they can benefit when we
10 bring investment here. Whether
11 it's the \$13 million we were able
12 to get to Louisiana to help our
13 teachers and help our school
14 system. We're expanding that
15 program this summer to extend to
16 800 teachers. Investment --
17 project investment brings
18 community investment with it. We
19 want to do more in north Baton
20 Rouge. We want to do more for
21 our educators. We want to do
22 more for our community.

23 So, thank you, this is a
24 great step in the right direction
25 and let's keep moving forward for



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1 Louisiana.

2 MR. WINDHAM:

3 Thank you, Ms. Cargile. The
4 next we have Steve Nosacka.

5 MR. NOSACKA:

6 Good morning. I am Steve
7 Nosacka. I am the public affairs
8 manager for the town of Gramercy,
9 and also the grace of being able
10 to serve as mayor the last
11 several years, and also I served
12 St. James Parish as the economic
13 development consultant. I'm here
14 on behalf of our St. James Parish
15 elected officials to encourage
16 you and tell you that we
17 absolutely support these changes
18 especially in the stability that
19 we think this will bring and
20 continue to bring to our economic
21 development and also our
22 community development efforts.
23 We continue to appreciate in
24 value this that the changes --
25 that these changes preserve the



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1 -- preserve and continue to give
2 our local stakeholders the final
3 say in our property tax dollars.
4 I heard a mayor say before or
5 several years back at the
6 capital, you know it's really
7 troubling when you have to come
8 to Baton Rouge for your money,
9 but for all that, which is why I
10 continue to support and encourage
11 you to adopt these changes that
12 allow us to have the final say
13 where our local property tax
14 dollars go. Again, we thank you
15 for this and God speed to you in
16 your efforts to get it
17 implemented.

18 MR. WINDHAM:

19 Thank you, Mayor Nosacka.

20 Robert Thompson.

21 MR. THOMPSON:

22 My name is Robert Thompson
23 and I am a life long resident of
24 Baton Rouge, and I want to say
25 that the changes that you bring



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1 forth are headed in the right
2 direction, but I would request
3 that you take a look at the
4 loopholes that Mr. Bagert and the
5 other lady from Together Baton
6 Rouge has brought forth as the
7 loopholes in this -- in these
8 changes and also Ms. Loop brought
9 forth the idea of education and
10 exempting East Baton Rouge Parish
11 School Board from the ITEP. I
12 personally have a daughter who is
13 a school teacher and she taught
14 here in East Baton Rouge Parish
15 for three years and finally had
16 to realize that she couldn't
17 sustain a decent livelihood of
18 her pay. The teachers here have
19 not received a raise in ten
20 years. She is in Atlanta now and
21 has received a raise every year
22 she's been there, so I'm
23 requesting those two things that
24 you take a look at the proposed
25 that we brought forward and also

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1 look at exempting East Baton
2 Rouge Parish from the rules.
3 Thank you.

4 MR. WINDHAM:

5 Thank you, Mr. Thompson.
6 That was the last of our comment
7 cards. Is anyone else with us
8 today that would like to step
9 forward? Please step forward and
10 fill a card for me afterward. I
11 am sorry. I don't have them. As
12 you said before, our first
13 meeting was seven hours and I
14 want people to have their
15 opportunity to express
16 themselves. So please step
17 forward and fill out the card
18 afterward and if for some reason
19 we don't have it so we have it in
20 the record.

21 MR. SMITH:

22 Ronald Smith. I'm chairman
23 of the board of the Baton Rouge
24 Economic Development District. I
25 think she has the card. And my



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1 executive director here, we were
2 both -- I could have easily said
3 ditto but there is a few
4 exceptions to the ditto. One is
5 that we are in support of the
6 economic development,
7 particularly and we have been
8 charged with the function of
9 developing Baton Rouge north.
10 It's been overlooked. Economic
11 development is going to --
12 immediately is going to make or
13 break the north Baton Rouge area.
14 I'm a life long resident of Baton
15 Rouge but I did work for General
16 Motors at that time, which is the
17 largest corporation in America.
18 And if anybody knows what
19 happened to General Motors
20 several years ago what happened
21 to the City of Detroit, and I
22 strongly, as Dr. Melancon
23 mentioned, some of the other
24 industries in the rust belt, I
25 would sure not have to leave



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1 Baton Rouge as I did Detroit due
2 to the situation that happened
3 there.

4 Both my daughters have left
5 the state because of the lack of
6 opportunity for them, but also as
7 we -- in the north Baton Rouge
8 region, we talked to barbers,
9 landscapers, all of those people
10 that have not been mentioned
11 here, all of those trickle down
12 jobs that are related to this and
13 not being counted. I think you
14 have to take those jobs into
15 consideration. There are two
16 YMCA's in this parish that bear
17 the name of industrial business.
18 Actually, three. There is on the
19 westbank and there is an
20 ExxonMobil YMCA and it's one of
21 those facilities that have been
22 able to open or operate without
23 the assistance of major millions
24 of dollars in donations to drive
25 summer camps, swim programs and



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1 the like, so a lot of these
2 things are not taken into
3 consideration under the dollars
4 that are counted, so we are in
5 support of economic development.
6 ITEP is just one of those
7 functions that help bring that
8 and I would like to yield the
9 remainder of my time to the
10 executive director.

11 MR. WINDHAM:

12 Thank you, Mr. Smith, but
13 we're going to give you a full
14 three minutes, too.

15 MR. JACOBS:

16 Rinaldi Jacobs. Of the Baton
17 Rouge North Economic Development
18 District.

19 In 1776 was the birth of this
20 nation. Also at that time Mr.
21 Addis misspoke, the wealth of the
22 nations was also created. Within
23 the dynamic of this republic and
24 the dynamic of economics both
25 have played an important crucial



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1 role in the development of this
2 democracy. It is without
3 compromise and with compromise
4 that this democracy will continue
5 thus applicable to these rules
6 while it is very, very important
7 and we understand we must have a
8 strong and vibrant democracy.
9 Equally as important is having a
10 strong economic base for our
11 communities.

12 Many of us have watched the
13 dis -- and you can put whatever
14 you want behind dis in north
15 Baton Rouge. Disinvestment,
16 disenfranchisement, dis and that
17 as we say in Morgan City where
18 I'm from in south Louisiana. I
19 work in the oil patch. I lost a
20 piece of one of my fingers in the
21 oil patch, so I'm very much
22 concerned with how industry
23 treats its citizens. By the same
24 token those jobs in the oil patch
25 allowed me to get two degrees



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1 from Southern University. It
2 allowed me to come back to
3 Louisiana and raise my two sons
4 here as opposed to a state of
5 Connecticut where we were living
6 for eight years. We came back
7 home. It is a difficult
8 challenge sometimes to tell young
9 people of this generation to
10 stay, raise your children and put
11 them in public schools. However,
12 my family has made that choice.
13 Not simply because Exxon is
14 there, my kids don't work for
15 those companies but they work for
16 other companies that are equally
17 as important to this city and the
18 stability of this parish. They
19 both went to public schools and
20 both graduated from Southern
21 University.

22 What's my point? The
23 industrial base in north Baton
24 Rouge is very, very crucial.
25 Isn't crucial as much as we call



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1 ourselves the blue collar part of
2 town as we do the medical parts,
3 we'll call them the lab coats,
4 and the downtown and governmental
5 area we'll just call those white
6 collar. No matter which collar
7 you wear or if you don't wear a
8 collar at all, we believe that
9 tax and training of workers is
10 equally as important as anything
11 else, so we as business leaders
12 are constantly bombarded with
13 this stability and
14 predictability, as a business
15 owner we need a stable workforce
16 and we need predictable taxes and
17 we need educated workforce and we
18 need compromise when it's time to
19 compromise. Compromise usually
20 means, as I was taught as a young
21 political scientist at Southern
22 University, is that nobody gets
23 everything that they want but
24 everybody gets something else
25 that they need, so work the

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1 rules, ladies and gentlemen, such
2 that the citizen, their tax
3 dollar benefit and there is
4 predictability for bids as well
5 as the many citizens of this city
6 and of this state and of north
7 Baton Rouge specifically, we not
8 only deserve it, we have to have
9 it. Thank you very much.

10 MR. WINDHAM:

11 Thank you, sir. Caroline S.
12 Mays.

13 MS. MAYS:

14 Yes.

15 MR. WINDHAM:

16 Sorry we missed you earlier.

17 MS. MAYS:

18 No problem. Good morning. My
19 name is Caroline Stampley Mays,
20 and I've held several positions
21 in my 19 years at ExxonMobil, and
22 my current role is project
23 procurement advisor of capital
24 investments to our Baton Rouge
25 complex.



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1 Baton Rouge is home for me.
2 I'm a product of the East Baton
3 Rouge Parish School System,
4 gifted and talented program. I
5 graduated from Scottlandville
6 Magnet High School engineering
7 program and I'm an alumna of
8 Southern University where I
9 obtained a degree in mechanical
10 engineering. I, like many of my
11 peers, left Louisiana after
12 graduating and started my
13 professional career with
14 ExxonMobil in Baytown, Texas. I
15 spent just shy of five years away
16 before an opportunity arose,
17 which allowed me to relocate
18 home. My husband is also a
19 native of Baton Rouge and a
20 physician who completed his
21 training abroad, but returned
22 back home to the community that
23 nursed him during his childhood.
24 My twin babies attend school here
25 and will be starting kindergarten



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1 in the fall, and my parents,
2 siblings and inloves {sic} which
3 I like to call them, my inlaws,
4 are all here in Baton Rouge as
5 well.

6 This proposal that you are
7 all considering is very personal
8 to me. I want to be here. I
9 want there to be more opportunity
10 in Baton Rouge so that I can stay
11 here, so that my husband can stay
12 here and so that my kids can stay
13 here, so that engineering
14 students that I recruit at
15 Southern University can stay here
16 and the many kids, especially
17 young girls, that I mentor in the
18 community can stay here as well.
19 The only way to bring opportunity
20 is capital investment, and in
21 order to bring investment, we
22 need predictability. I strongly
23 ask that you support LEDC
24 proposed new guidelines because
25 zero percent of zero is zero.



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1 Thank you-all for the opportunity
2 to speak.

3 MR. WINDHAM:

4 Thank you, Ms. Mays. All
5 right. One last bite at the
6 apple.

7 Are there any other comments
8 that -- any other individuals
9 that would like to come forward
10 and make comments? Do you have a
11 card? Please identify yourself.

12 MR. COPESKY:

13 Jeff Copesky. I am with
14 ExxonMobil. I wasn't going to
15 come up here but my references to
16 the people wearing clothes and
17 not wearing clothes and being
18 straight forward, my wife is in
19 the public school system and
20 she's -- to lay at the feet of
21 ITEP, the problems that we are
22 facing in our public school
23 system is just simply
24 disingenuous and opportunistic.
25 I hear every day what's going on



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1 in the school system, and I can
2 tell you what we need are people
3 creating jobs, encouraging them
4 to create jobs.

5 I was looking at the handout
6 here that says two of every three
7 property tax dollars collected at
8 the capital region come from
9 industry. In addition business
10 and industry pays 50 percent of
11 all state -- of sales taxes
12 collected in the state. I think
13 we need to be growing instead of
14 dividing. We do need to be
15 together, but we need to be
16 working together for solutions
17 that better everybody, and I
18 think I'm left with the --
19 another parable, and that's
20 killing the goose that lays the
21 golden eggs. I'm not saying that
22 we're perfect, but we are out
23 there trying to grow the state,
24 bringing more geese to this state
25 so we are all lifted up at the



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1 same time, and I would just say I
2 resent the divisiveness, I regret
3 it, and I just don't think we
4 should be the pinata for the
5 problems of the state. Thank you
6 very much.

7 MR. WINDHAM:

8 Thank you, Mr. Copesky. All
9 right. So that was the last one.

10 Do we have any other
11 questions or comments by any of
12 the board members concerning any
13 of the rules? Don, unless you
14 have a question, I was going to
15 go over there. No. Any other
16 questions by any of the board
17 members?

18 All right. So I'm going to
19 give a quick highlight of the
20 upcoming dates and deadlines at
21 the highest of levels June 22nd
22 is the deadline to submit the
23 written comments. June 25th, LED
24 will hold a public hearing
25 pursuant to the Administrative



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1 Procedures Act. Everyone is
2 invited to that meeting. And
3 then on June 27th the C&I's
4 regular board meeting to -- will
5 include consideration of the
6 proposed changes. On the
7 department's website, I believe
8 we have this. This. Okay. So
9 this is a very detailed proposed
10 timeline for promulgation for
11 Industrial Tax Exemption rules.
12 May 10th activity has occurred.
13 May 20th has occurred. I just
14 mentioned the June 22nd meeting.
15 I just mentioned the June 25th
16 meeting. On the 27th, again,
17 we'll deliberate and consider the
18 proposed rules. The target date
19 for summary report oversight
20 committee because these rules
21 have to go to the oversight
22 committee of the house committee
23 on commerce -- would be easier
24 with glasses -- house committee
25 on commerce and city committee on

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1 commerce and international
2 affairs is targeted for June
3 29th. Assuming we go through
4 that successfully with these
5 proposed rules. From July 5th
6 through July 30th will be the
7 timeframe with possible
8 legislative oversight committee
9 hearings could occur. August
10 20th will be the final rule
11 publishing and Louisiana Register
12 and the effective date of the new
13 rules should they go forward.

14 So that kind of gives us a
15 timeline of those activities.
16 Are there any questions by any of
17 the board members concerning the
18 proposed timeline? Any questions
19 from the public? With that, I
20 will invite the secretary to give
21 comments.

22 MR. PIERSON:

23 I just, for the record, want
24 to make sure that we correctly
25 identified things. I do have a



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1 copy of a letter from St. Mary
2 Parish dated 15 May regarding the
3 ITEP rule changes in which St.
4 Mary Parish in general sports the
5 changes to the ITEP rule process
6 but I think they want to clarify
7 their position they do not
8 support but recommend changes for
9 consideration. I will also note
10 that we have received a few more
11 letters this morning. I continue
12 to log those letters into our
13 system. We will make them
14 available via PDF, and that
15 inventory I anticipate will
16 continue to grow through the
17 closure of the written comment
18 period on 22 June, but I just
19 wanted the record to correctly
20 reflect the position of St. Mary
21 Parish.

22 MR. WINDHAM:

23 Thank you, Mr. Secretary.
24 With that, I don't know if we
25 need a motion for adjournment but



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I will receive one.
MR. JONES:
So move.
MR. WINDHAM:
Made by Mr. Jones. Seconded
by Mr. Miller. All in favor
indicate with an aye.
ALL BOARD MEMBERS:
Aye.
MR. WINDHAM:
All opposed with a nay.
Motion carries. Thanks again for
everyone turning up today.

(Whereupon the meeting was adjourned at 10:37
a.m.)



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25**REPORTER'S CERTIFICATE**

I, RACHEL TORRES-REGIS, Certified Court Reporter in and for the State of Louisiana, as the officer before whom this meeting was taken, do hereby certify that this meeting was reported by me in the stenotype reporting method, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding;

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3 matter nor is there any such relationship between
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5 not related to counsel or to the parties herein,
6 nor am I otherwise interested in the outcome of
7 this matter.

8

9 Dated this 7th day of June, 2018.

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RACHEL TORRES-REGIS, CCR, RPR

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CERTIFIED COURT REPORTER

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